NEWS SUMMARY

GENERAL

Tehran launches major attack

Heavy fighting raged in the Gulf war for much of yesterday with Iran claiming to have broken through Iraqi defences at the start of what Tehran radio called a "massive of-

A big Iranian offensive had been expected for several weeks and fol-lows five days of fierce cross-border

fighting. Iran said it was attacking along a 100-mile front from Mehran, east of Baghdad, south of Delhoran.

Angola commission

Violence in Punjab

A paramilitary soldier was killed and another wounded in a grenade attack by Sikh terrorists in India's troubled Punjab state. Curfews in six cities were extended.

Strikes hit Italy

Italy experienced protest strikes, demonstrations and blocked motorways and railways yesterday as trade unionists protested for the third consecutive day against a government cut in wage indexation.

Castro visits Spain

Cuban leader Fidel Castro, return-Spanish Prime Minister Felipe still appears to be from the personal

SA election results

South Africa's ruling National Party lost a by-election to the extreme right-wing Conservative Party in Soutpansberg, northern Transvaal one of the most reactionary areas in the country. The election was seen as a test of sentiment after recent reforms which gave Indians and people of mixed race limited parliamentary representation. Page 3

Nuclear accident

At least 12 were injured, one critically, when the earth collapsed af- of payments surplus. Page 20 ter a nuclear blast at a U.S. underground test site 93 miles north-west of Las Vegas. An Energy Depart-ment official said no radiation es-

Priest disciplined

Polish primate Cardinal Jozef Glemp moved Solidarity supporter Father Mieczyslaw Nowak, who attacked communist rule from his pulpit, out of his working class Warsaw parish to the country.

Pope's Benelux tour The Pope will visit Belgium, the Netherlands and Luxembourg in

May next year, Belgium's Roman Catholic episcopate announced.

banned exports for five years after hearing that they were being used in the U.S. for nuclear and chemical warfare experiments rather than for medical research.

Downhill victories

men's and women's downhill championships at the winter Olympics

BUSINESS

Britain to keep lid on spending

BRITISH GOVERNMENT announced public spending plans which showed it is determined to allow almost no increase in real terms in the next three years.

DOLLAR rose in London to DM 2.876 (DM 2.673) and FFr 8.24 (FFr 8.23), but slipped to SwFr 2.195 (SwFr 2.2) and Y232.85 (Y233.25). Its. trade weighted index fell to 128.4 (128.9). In New York it closed at DM 2.677; FFr 8.235; SwFr 2.189 and

Y233.7. Page 39 STERLING rose 25 points in Lon-Angola commission

South Africa and Angola have set up a joint commission, which may also involve the U.S., to monitor the ceasefire in the Namibian border war. Page 29

SIERCLING 708 23 points in London to close at \$1.445 and to DM 3.87 (DM 3.8515) and FFr 11.905 (FFr 11.37). It was unchanged at SwFr 3.175 and Y338.75. Its tradeweighted index was 82.1 (81.8). In New York it closed at \$1.447.

GOLD fell \$% to \$384 in London, In Frankfurt It closed at \$384 (\$383%) and in Zurich at \$384% (\$383%). In New York the Comex February settlement was \$383.4 (\$381.5). Page 38 WALL STREET: Dow Jones industrial average closed 3.77 down at 1,154.94. Report, Page 29, full share listings, Pages 30-32

LONDON: FT Industrial Ordinary mdex closed 1.3 up at 817.9 after quiet trading. Report Page 33, FT Information

Pages 34-35. TOKYO: Nikkei Dow index rose 4.99 to 9897.15 and the Stock Ex-change index was 1.21 up at 765.72. Report Page 29, leading prices, oth-

er exchanges, Page 32 ing from the Moscow funeral of late
Soviet Premier Yuri Andropov,
sector in the UK totalled £1.28bn in
turned a technical stopover at MaJanuary, down from £1.75bn in Dedrid airport into a first visit to a cember, but showing same accelera-Western European country. He tion from levels in the second half lunched at the official residence of of last year. Most demand for credit

> U.S. M1 rose \$2.5bn to \$532.9bn in the week ending February 6. The figure reflects new seasonal and benchmark revisions. Release of the data has reverted to Thursdays from Fridays. Men and Matters,

DANSKE BANK, Deamark's biggest commercial bank, increased net profits from DKr 517m (\$51.6m) to DKr 1.67bn. Page 22

JAPANESE Foreign Ministry said relations with the European Community had been given a new di-mension by radical EEC proposals for tacling Japan's swelling balance

BRAZIL is preparing a new letter of intent to the international Monetary Fund and a formal request for a "waiver" for its failure to meet certain IMF set targets at the end

of last year. Page 4 IVAN HERSTATT, the founder and chairman of the Cologne private bank which collapsed in June 1974, was yesterday convicted of fraud and sentenced to 4% years in jail.

DAIMLER-BENZ, the West German motor vehicle maker, conirmed it will report "satisfactory"

Gemayel makes concessions in peace bid

BY REGINALD DALE IN WASHINGTON AND PATRICK COCKBURN IN BEIRUT

LEBANESE President Amin Ge- replacement of the multinational with Mr Gemayel. After two disas- will have to face an escalation in mayel has signed an eight-point force in Beirut hy UN peacekeeping peace plan that would allow him to stay in office in exchange for signi-U.S. officials said the plan had stay in office in exchange for significant concessions to the Moslem him under increasingly severe military pressure in the past few days, Reagan Administration officials said in Washington yesterday.

The main concession was said to agree to the plan if the Syrians ac-be Mr Gemayel's abandonment of cepted it. the Lebanese-Israeli force with-drawal agreement of May 17 last year, which has been one of the centrepieces of U.S. policy in the

Other provisions of the Saudisponsored plan were reported to include new attempts at reconciliation between the country's warring factions; agreement in principle on the simultaneous withdrawal of Syrian and Israeli forces, and the they were prepared to negotiate lies in Lebanon, President Gemayel

ficant concessions to the Moslem been accepted by Mr Gemayel on opposition forces that have brought Wednesday and was being put yesterday to the Syrian Government for approval. It was believed in Washington that the Moslem fartions opposed to Mr Gemavel would

> The White House said it would make no final judgment on the plan's merits until it had "gone the rounds" in the region. But Mr Larry Speakes, the White House spokes-man, said the Administration had problems" with some of its elements

Syria and its allies in Lebanon have demanded the complete abandonment of the agreement before

trous weeks, the balance of power to have felt that he had no option but to accept the Saudi terms. His by force what they had previously concessions may bave come too late, however.

Part of the Lebanese army has mutinied; the west of Beirut is in the hands of President Gemaye's opponents; and in the last few days, army units disintegrated as Druze militiamen launched a new offen-The Druze yesterday captured

rut, and were mopping up Lebaness and Christian militia units defeated in the hills skirting the capital. If the Saudi plan is rejected by Syria and its powerful Moslem al-

the town of Damour, south of Bei-

the war. He has been criticised by in Lebanon has so swung against diplomats for offeriog concessions President Gemayel that he appears too late to conciliate his opponents too late to conciliate his opponents and after they have already taken asked for. In a statement to the UN Security

> Council, the U.S. affirmed yesterday that it was ready to begin negotiations on the creation of a UN force to replace the U.S., French and Italian troops in Beirut. Britain also supported the proposal. Mrs Jeane Kirkpatrick, the U.S.

ambassador to the UN, said the U.S. would set no preconditions but wished the UN force to be deployed throughout Lebanon.

However, UN officials doubted whether the force could be put together quickly and believed it might be weeks before the French propos-

al won the approval of the Security

• David Lennon writes from Tel Aviv: Israeli armoured patrols moved north of the Awali River yesterday to keep a close eye on developments along the coastal highway south of Beirut.

The Israelis are particularly concerned that the Palestinians may try to re-establish themselves in Damour and other villages along the coast from which they were driven in fierce fighting during the Israeli invasion of June 1982.

According to reports reaching Is-rael, the Palestine Liberation Organisation has already moved into at least two Sunni Muslim villages within five miles of the Awali River.

Israeli officers yesterday warned that they would take whatever action was necessary to prevent the Lebanon SYRIANS Syria Tyre

Israel

PLO from setting up new bases in the coastal strip or within the area vacated by Israel last September. Prof Moishe Arens, the Defence Minister, said recently that if the Druze and Shua forces in Lebanon aided the PLO in its fight against Israel, then "Israel will have no choice but to react."

iran offensive, Page 20; Survey,

Brussels increases minimum EEC steel prices by 2%

EEC PRODUCTION QUOTAS

(by quarter, '000 tonnes)

3,881 3,366 842 657 1,118 1,175 2,220 1,770 2,196

BY PAUL CHEESERIGHT IN BRUSSELS AND IAN RODGER IN LONDON

In. Hot-rolled colls

lb. Hot, cold-rolled sheet

Other coated flat prod

c. Gaivanised sheet

II. Reversing mill plat III. Wide beams, secti

IV. Wire rods

BASIC STEEL prices in the European Community are set to rise by at least 2 per cent in the second quarter because of improving markets and the unexpected success of the minimum price system introduced by the European Commission

at the beginning of the year.
The Commission said yesterday that the mandatory minimum prices on bot-rolled products would go up an average of 2 per cent on

The minimum for hot-rolled coil. for example, is to go up by about DM 20 per tonne to DM 760 (\$284) per tonne. Producer prices are likely to rise

more significantly in some products and markets. The British Steel Corporation, for example, said that it expected its prices for hot-rolled products to be, on average, 3 to 5 per cent higher on April 1 than they were on Janua-

ry 1, as a result of reducing discounts and raising list prices. The Commission also announced production quotas for the second quarter because of improving markets, but said that the medium-term demand outlook for EEC steel was worse than previously

A new study suggests that even after removal of 26.7m tonnes of capacity scheduled for closure by the end of 1985, the Community's steel-makers would be operating at only 70 per cent of capacity in 1988. Both the Commission and the

major steel producers have been surprised by the early success of the mandatory minimum price sys-

VL Merchant bars tem. It was brought in following the creases, EEC steel prices will lag sharp decline of prices last autumn, behind Japanese and U.S. prices by

realised prices above the minimum levels for most of the first quarter.

There is considerable confidence that the new minimum prices will hold, although some concern is being expressed in Erussels about the French market, which is not showing many signs of recovery. Representatives of steel consum-ers were taken aback by the Com-

mission's move, believing they had an understanding that the minimum prices would be imposed for only a short time and not increased. Even after the minimum price in-

sharp decline of prices many.

especially in West Germany.

West German prices, which have
ly.

BSC said its price increases

BSC said its price increases

3/1983 4/1983 1/1984 2/1984

3,963 3,320 828 697 1,116 1,133 2,399 1,761 2,174

3,963 3,320 849 718 1,116 1,230 2,323 1,822 2,103

kets, had to rise by 7 to 14 per cent would exceed 5 per cent in a few to reach the Commission's mini-products and markets where price mum levels, but this has largely erosion bad been most severe. been achieved. British producers, These included the stockholder which enjoy some insulation from market and some hot strip prodcontinental European price pres- ucts. Prices of galvanised sheet sures, only had to raise their prices would go up more than 3 per cent by about 2 per cent to reach the because of recent rises in zinc minimum. BSC is believed to have prices.

BSC said its prices would still be lower than they were early last year, and it would be looking for further increases later this year. Moreover, costs were still rising more quickly than prices, so the corporation's losses, now running at about 52.5m per week, would not be reduced much by the latest price increases.

Andrew Whitley writes from Rio de Janeiro: High-level talks on limiting Brazil's fast-growing steel exports to the U.S., on the lines of the pact reached last year between the

EEC and the U.S., were due to open in Washington yesterday.

Advance shots from both sides emphasised the wide gap between them on what would constitute a mutually acceptable quota for 1984. On the eve of the negotiations, it was predicted in Rio that they would be "protracted and difficult." Sr Tarcisio Marciano da Rocha, a

senior Finance Ministry official, said Brazil would be seeking a quota of 1,2m tonnes, 25 per cent above the record level of steel exports to the U.S. it achieved last year. This suggestion was immediately rejected by Mr Diego Acensio, the

U.S. ambassador to Brazil, as unac-ceptably high Mr Acensio said that if Brazil were to achieve a quota of between last year's 900,000 tonnes and its sought-for 1.2m tonnes it would have obtained "a very good U.S. officials bad earlier suggest-

ed that a top limit of 500,000 topnes would be more appropriate for 1984. The U.S. is Brazil's leading steel been hoping to boost earnings in that market from last year's \$420m to \$700m in 1984. Brazil is, in turn,

U.S. steel imports. Cosipa, part of the state-owned Sicerbras group, has suspended its exports of heavy plate to the U.S. following the imposition of a temporary import deposit of slightly over 100 per cent.

responsible for about 5 per cent of

Bid to avert EEC disintegration, Page 4; Spanner in U.S. steel-works, Page 21

U.S. regulations stifle computer trade, says ICL

BY CHRISTIAN TYLER, WORLD TRADE EDITOR, IN LONDON

THE U.S. appears to be trying to ICL confirmed yesterday that it to an internal report by ICL, the leading British computer company.

The report accused U.S. authorities of using their far-reaching export control powers, ostensibly deerica's technological lead over other countries.
It identified what it called a "seri-

ous triple threat" to high-tech com-panies outside the U.S. Exports from the U.S. were being "severely and often indiscriminately" restricted: the U.S. market was virtually closed to non-U.S. companies; and the U.S. was pressing, through the General Agreement on Tariffs and Trade, for other countries to open

It said that licences were increasingly being applied to people as well as computer hardware and sof-tware ICL had to obtain U.S. export licences to cover knowledge carried in the heads of American engineers it employed.

Warning of "growing technologi-cal imperialism by the United States," the report's most important conclusion is that Britain must reduce its strategic dependence on U.S.-controlled technology and stimulate its native industry.

Weatheralls

selection

impose worldwide control over had made a study of trade in techtrade in high technology, according nology but had never published it. The substance had, however, been discussed recently with the Department of Trade and Industry.

A spokesman said the report could not be quoted as representing signed to stop strategic equipment ICL's views. We are not prepared and knowbow reaching the Soviet to discuss what we have actually bloc, in such a way as to stifle trade said to the Government or what and in some cases to maintain Amthey bave said to us. But, in common with other companies exporting to Comecon countries, ICL bas experienced significant delays and technical restrictions in obtaining U.S. authority for the export of British-made computer products which incorporate American components.

Evidence contained in the ICL report helps explain why the UK Government is again challenging the reach of U.S. export and other laws into British sovereignty. Mr Norman Tebbit, Trade and Industry Secretary, and Whitehall officials, raised the issue last week to Wash-

Trade in high technology is also the subject of a debate in the House of Commons today on a motion by Mr Don Dixon, Labour MP for Jar-

The Department of Trade and Industry said last night it was aware of the ICL report as a "thinkpiece rather than a position paper." It probably was not directly referred

Continued on Page 20

Renault trucks 'to cut 3,750 jobs'

BY PAUL BETTS IN PARIS

RENAULT Vehicules Industriels ter, on Tuesday, but claimed that (RVI), the large but heavily loss-making subsidiary of the French dancies. state-owned Renault car group,
wants to cut its workforce of 25,944
by 14 per cent (3,750) to 23,194.
The truck company is due to announce its job reduction proposals

men 'paid in secret'

Insurance

By John Moore, In London

A FORMER main board director of Sedgwick Group, Britain's largest insurance broker, and a former employee received secret payments from an underwriter who is alleged to have misappropriated at least \$57m from more than 1,000 Lloyd's

of Warehouse/ ploys about 103,000 people. next Tuesday during a central Renault is hoping to make these works committee meeting in Lyons. The figures were leaked yesterday retirement, incentives for immiunderwriting members. profits for last year as a result of in-creased cor sales, despite problems The two men were named as Mr Industrial by the pro-Socialist CFDT labour grant workers to return home and Michael R. Adams, a director of the in truck markets. Page 22 other so-called "soft" options. group who retired in June 1982, and Mr Geoffrey F. Naude, a broker at Sedgwick who resigned on Wednes-The CFDT was the union which The problems at Renauli's truck DOW CHEMICAL, the second higadopted the most militant stance subsidiary appear to he far more gest U.S. chemicals group, plans to sell a 50 per cent stake in its Dowell Monkeys reprieved during the recent fierce labour dispressing for the group, however day night. **Properties** The truck division is again expected to put Renault heavily into the red pute over the joh cuts and redun-dancies at the private Peugeot car Both men received payments from an offshore settlement called Malaysia, a major supplier of mon-keys for scientific research, has miffield services group to Schlum-berger, the major U.S. oilfield serwith losses of more than FFr 1bo Calix which was set up to receive money secretly from Lloyd's insurgroup's Talbot plant at Poissy, near vices and electronics group, for (S122m) in 1983. RVI is estimated to \$440m. Page 22 be losing FFr 200m a month, al-though the division has recently The RVI job reduction proance syndicates under the manage To Let or For Sale gramme is to be announced on the ALLIANZ Versicherung, West Germent of companies controlled by same day as the Renault car divimany's biggest insurance concern had an upturn in the U.S. market. Minet Holdings, another large in-Recault now owns 45 per cent of says it is a long way from a final desion will also address its central surance broker. the U.S. Mack Trucks concern. Calix, and a range of settlements, were set up to benefit privately Mr Peter Cameron-Wehh, Mr Peter cision on whether to buy the insurworks committee on a restructuring ance business of Armco, the diversi-Renault's planned job cuts come Bill Johnson of the U.S. and Michefied U.S. steel and energy group. It M Bernard Hanon, the Renault at a delicate time for the French la Figini of Switzerland won the puts the odds that a deal with Armchairman, held talks about the com-Continued on Page 20 Continued on Page 20 pany's jobs problem with M Pierre Mauroy, the Socialist Prime Minisco will be reached at about 50-50. Honda to study UK plant, Page 8 Minet still missing \$17m, Page 21 CONTENTS Economic Viewpoint: hold- U.S. steel industry: taking on the Justice Department....21 Companies.....21, 22 ing back on UK spending 18 Please send me a copy of the Weatherall's Warehouse/Industrial Indian election: Mrs Gandhi Editorial comment: U.S. Overseas 3 Letters Property selection. anti-trust; UK spending 18 prepares the ground......19 Companies.....22 World Trade.....4 North America: acid rain Lex: Datastream; insurance; Britain 8 Market Monitors battle bogs down 4 UK money figures20 U.S. & Israel: pressing on Lombard: a frank approach Weatherall Appointments......15 with free-trade talks...... 4 to East-West relations.....19 Green & Smith sodities......38 Technology: storage systems Lebanon 01-405 6944 challenge microfilm 6 Survey 9-14

UK hopes road to St George's Hall, Moscow, will bring wider contacts

BY ANTHONY ROBINSON

Gorbachev emerges as number two in Politburo

Thatcher to Moscow much sooner than she had anticipated. But when the news came she seized the opportunity with the same enthusiasm with which she grasped the hand of the new leader, Mr Konstanlin Cber-nenko, this week in the Krem-lin's glittering St George's Hall.

It provided the ideal opportunity to inform the Soviet leaders directly of the essence of one of the most thorough-going reviews of British East-West policy ever undertaken.

The decision to undertake the review was initiated by Sir Geoffrey Howe Immediately after the Government's return to power last June. Its starting point was recognition of the fundamental difficulties of dealing with a great power founded on military strength and moti-vated by a revolutionary ideology.

The picture of the Soviet Union which emerged was of a vast country in which economic self-sufficiency went hand in hand with enormous inefficiency; a country with a long tradition of autocratic rule but have suffering from diminishing now suffering from diminishing political sex appeal—hoth to its own people and world opinion cutside. The problems bad

THE DEATH of Mr Yuri become more intractable with Andropov brought Mrs Margaret the growth of Soviet military power, giveo a new post-war dimension by the existence of

The review, which covered economic, military, foreign affairs and other aspects, took advice from experts outside government. The basic conclusions, reached in the autumn, were not vittated either by the Korean aircraft disaster or the mediate nuclear force (INF) lalks in Geoeva.

The policy decision to change tack and press for a more constructive relationship with the Soviet Union was taken nearly six months ago and signalled in a series of speeches. Mrs Thatcher's presence in Moscow, however, put the message across directly—not only to the new Soviet leader but also to the Soviet people who bad up until now been taught to see ber aa s vitriolic, anti-Soviet shrew. She made a great impression on Soviet TV.

The fundamental lines of the new approach reflect, firstly, a desire to cut down the risk of miscomprebension through more direct contacts, at several levels.

The second theme was recognition that arms control talks

of the 12-man Soviet polithure, appears to have won the first round in the manoeuvring for position after the appointment of Mr Konstantin Chernenko as the new Soviet leader, Anthony Robinson writes. An official report of the proceedings of the central committee plenary meetings on Monday which ratified Mr

Chernenko's selection showed

that Mr Gorbachev formally closed the meeting "on behalf of the politbure." The report sald Mr

alone were too narrow a basis for contacts." The whole patient

had to be taken into account. not just the worst symptoms,"

as one official said.
Giveo the Soviet Union's geographical position and world power interests it was also con-

sidered sensible to diacuss regional issues like the Middle

East, the Gulf, Central America

proceedings, said "the plenum has passed in an atmosphere of unity and cohesion . . . questions of the succession of the leadership were solved with a feeling of major responsibility toward the party and people."

This emphasis on the unity of the party behind Mr Chernenko appears to be

aimed at countering Western reports of a fierce struggle behind the scenes between the old guard and younger members of the polithure. To underline the point Mr Gorbachev praised "the

common sense to recognise the Soviet interest in what bappens

in the Middle East, an area

which, as the Soviets never tire

of pointing out, lies close to their southern border.

This la not a view widely held in Washington which bas sought

to keep the Soviet Union out of the area since the Camp David

agrements of 1977, with results now clear to all.

and southern Africa.

The British Government The Soviet Union's main aim after all has a Security Council clearly believes it is merely is to have its interests recognized.

acceptance speech. Soviet Press accounts of the meeting at the time, however,

failed to mention Mr Gorbackev's role at the central committee meeting and reported only the speech of proposal by Mr Nikolai Tik-honov, the 78-year-old Prime Nioister, and Mr Chernenko's own speech of acceptance. There was no explanation for this discrepancy. .. Publication of the official

nised by reconvening the 1973

Geneva conference on the Middle East and playing a cochairman role with the U.S.
Whitehall's conception is more modest, but officials point

out that, for example, the Soviet attitude towards replac-ing the multi-national force in

Beirut with a UN force clearly has to be probed and its assent encouraged. The Soviet Union

unanimous election of com-rade Chernenko, and said the plenum gave "full support"

to the policy statements con-tained in Mr Chernenke's

report strengthens the im-pression that Mr Gorbachev has emerged as the number two man in the Soviet leadersblp. The first sign came when he was allotted the honour of flanking Mr Chernenko on the other side of Mr Andropov's coffin during the funeral in Red Square on

3ir Gorhscher, who gradu-ated as a lawyer and then went on to become an agricul-tural specialist, is the best educated man in the polit-huro. Mr Andropov eppeared to be grooming him for the eventual succession.

The review recognised the modest nature of UK-Soviet trade, less than 1 per cent of the UKs total trade, but something financial prudence and strategic interests were preserved.

Looking slightly further afield the review also concluded that the policy of treating East European countries as Individual countries with their own national characteristics and interests should continue.

HERR IVAN HERSTATT, the

founder and chairman of the Colsgne private bank which collapsed in June 1974, was yesterday convicted of frand and sentenced to four and a half years in Jail.

Immediately after the verdict was banded down by a Cologne atste court, the 70-year-old Herr Herstatt proclaimed his innocence, while his lawyers announced their intention to appeal.

Nonetheless, the outcome of

the existence of legitimate Soviet security interests in the region hut recognition of the fact that over the longer term countries which see themselves as lying in central rather than Eastern Europe should be en-couraged to continue to develop their traditional ties with the Western half of the continent as well as their powerful neighbour to the East.

The review also confirmed The review also confirmed that Britain, together with its allies, should continue to insist that Soviet and East European compliance with their treaty obligations to defend and preserve buman rights was central to the whole question of trust and co-operation. and co-operation.

If the Soviet Union was ever allowed to treat Helsinki and Madrid as non-events there would be little point of going ahead with negotiations of more direct concern to western security, like arms control talks.

In essence the target of the In essence the target of the exercise in deep thinking which preoccupied Whitehall in the aecood half of last year was how to forge a new relationship, not by Britaln alone but hy the West as a whole, which was more realistic, both in its analysis of the underlying problems and the estimate of

This did not mean ignoring potential gains, than the now discredited policy of detente. The need for consistency over a lengthy period of time was recognised to be crucial. "We must avoid euphoria followed by disappointment," as a senior official put it.

"We have to learn to live better with each other, under-stand each other's legitimate stand each other's legionate security interests and dispel the Soviet fear that the West only wants to negotiate from a position of strength."

Policy has to be compatible both with the nature of the democratic process in the West and the slow pace of change in the Soviet system.

Put into the more homely image of British domestic policy officials point to the slowness and the difficulties the present government has faced in persuading the British electorate to accept, for example, "the virtues of privatising rubhish collection" and returning state enterprise to private ing state enterprise to private

UK decides today on emergency session

By Our Brussels Correspondent THE BRITISH Government will decide today on whether to seek a first-ever emergency ses, on of the European Parliament in a hld to clear away the latest obstacle to the payment to the UK of a £457m budget rebate by the end of next month. Sir Geoffrey Howe, Britain's

Foreign Secretary, is being advised by his top officials to ask for a meeting of Foreign Ministers in Brussels on Monday to lodge a formal request for an emergency session. This would deliver a formal Parliamentary opinion on the technical regulations govern-ing payment of the rebate to the UK.

the UK.
Consideration of this unprecedented move is a measure of London's anxiety to avoid having to implement its plans to withhold part of Britain's monthly contributions to the EEC budget if the rebate is not paid during the current British financial year.
However, the European

However, the European Parliament is unlikely to agree to a special session. Part of its leadership would like to force the UK into hreaching EEC law in the belief that Britain's negotiating position will be weakened The Parliament this week withheld its oplaion on the regulations after disputing

their contents If the opinion is delayed until its next plenary session on March 12, it will almost certainly be too late to complete other procedures for transferring the money to

Yugoslavia in

on IMF credit

By Alekander Lebi in Belgrade and David Buchan in London

THE THIRD and possibly final round of negotiations by

Yugoslavia for a new Inter-

national Monetary Fund standby credit, following the

Special Drawing Rights (SDR) 1.66bn (£1.3bn) it borrowed from the Fund in 1981-83, opened yesterday in

Belgrade.
A successful outcome to the

past two months of Yugoslav-IMF bargaining is vital to rescheduling Yugoslavia's

reschednling Yugoslavia's medium- and long-term deht maturities of about \$3bn this

Yugoslavia's Western gov-

ernment and commercial bank creditors have agreed

in principle to reschedule 1984 debt. But whether they lend fresh money, as they did

in 1983, will depend on both the size of a new IMF standhy credit and IMF assessment

of Yugoslavia's refinancing

needs. The four-man IMF team

will be pushing in Belgrade for bank interest rates in be

increased from the current ceiling of around 30 per cent to match still-higher inflation, for further devaluation of the dinar and for repeal by the end of March of price con-trols introduced by the government last December.

These controls have been widely flouted, but even their theoretical imposition runs

counter to the IMF emphasis

on more price rationality. Yugoslav objections to these

demands led to deadlock in

further talks

FOREIGN MINISTERS PLAN CRUCIAL TALKS

Bid to avert 'disintegration of EEC'

BY JOHN WYLES IN BRUSSELS

weekend in a climate or deep pessimism about the prospects for averting a political and financial catastroppe, which it is feared, could lead to the disintegration of the Community,

A heavy sense of foreboding

A heavy sense of foreboding

Cotherwise, the possibility or a summit agreement is regarded as extremely slim. A failure could, in the opinion of M Gaston Thorn, President of the European Commission, mark the beginning of a process of weekend in a climate of deep A heavy sense of foreboding is permeating all the EEC institutions and has even begun to infect the French Government which, as President of the Council of Ministers, bas devoted the past month to trying to lay the ground for a successful summit negotiation in cessful summit negotiation in Brussels in just over four weeks.

Several officials confirm that these efforts have created vir-tually no momentum at all. Most governments have dis- ahead of the European elec-played little readiness to alter tions," a senior member of the

been having with other Euro-

pean beads of government on EEC budgetary and sgricultural

reform. But, be said, progress was not sufficient "to justify

a note of optimism."

Speaking after his talks in Brussels with M Wilfred Martens, the Belgian Prime Minister, M Mitterrand was re-

outside Paris.
Otherwise, the possibility of

agreement at the summit and even less possibility at the one after that in June because governments will not compromise

The President's warning

promise agreement at their summit in Brussels in March.

zalez bas been playing over the

claims to have made progress or in other words are prepared in the bilateral talks he has to renounce part of their

ported yesterday as saying that most other EEC leaders, the Community could only suc- Foreign Ministers of the EEC

visit to Western Europe

CUBAN PRESIDENT Fldel with the north western Spanish Castro turned a technical stop-over yesterday at Madrid air father was born.

over yesterday at Madrid air rather was born.

port on his return from the Moscow funeral of Yuri And serves to underline the spparent ropov into a surprise first-ever visit to a Western European American crisis that Sr Gon-

The Cuhan leader, who was accompanied by Sr Daniel
Ortega, the Nicaraguan junta leader, on the Aerofiot flight, expert oo Central America and was met at the airport by Spaniah Prime Minister Felipe Ing good relations with all Gonzalez. The three government leaders luncebed together —including the U.S.

All three leaders spoke in

dence.

In a brief exchange with reporters at the airport before continuing his flight to Havana, fivs hours after his arrival.

President Castro emphasised Cuhs's close ties with Spain.

Mitterrand presses for EEC compromise

PRESIDENT MITTERRAND their sbare of the compromise, weekend to take stock of the West Germans on their slds in

"If everyone accepts are due to meet in Paris this They believe they have the have a subsidiary place.

Castro makes surprise first | Rome fears shooting may

EEC FOREIGN Ministers will to make some progress at their fellow-heads of government for bold crucial informal talks this meeting at Celle St Cloud, just bilsteral talks over the last bare been spent on bilateral talks weekend in a climate of deep outside Paris.

present trends, one-third of the sibility for measures farm hudget will have been con- bit French farmers. sumed in the first quarter of the year, and if this speeding rate continues, the budget will be exhausted by September.

Blame for the political dead-lack is already being feedy

lock is already being freely apportioned. Within the Parliabedevilled by the inability of ment, the Commission is being France and West Germany to their positions on the agricultural and hudgetary reform issues on which the Athens summit foundered in December.

It is thought essential, therefore, for the Foreign Ministers

their positions on the agricultural and hudgetary reform week.

European Parliament said this accused over the quality of its agree on phasing out horder proposals and degree of political determination. Most members takes and subsidies, and the call determination. Most members takes and subsidies, and the call determination. Most members takes and subsidies, and the call determination. Most members takes and subsidies, and the call determination. Most members takes and subsidies, and the call determination. Most members takes and subsidies, and the call determination means the call determination means are called the proposals and degree of political desire, manifest in France.

progress made so far.

budget problem.

The French have heen par-

coincides with increasingly of Mrs Margaret Thatcher, the gloomy assessment heing heard in Paris of the chances of beads of government reaching a combudget problem.

The Principles of the demands gress in the negotiations has been accompanied by increasing warnings in private from senior french officials of the dangers of failure.

promise agreement at their summit in Brussels in March.

M Mitterrand has now seen most other EEC leaders.

Foreign Ministers of the EEC the British budget problem.

The French have been partitions and their cularly disappointed by what risks of growing protectionism in Europe to the revival of the concept of s "two speed"

BY JAMES BUXTON IN ROME

Wednesday night of Mr Leamon Hunt, the U.S. director general

of the Sinai multinational peace-keeping force, whose head-

Responsibility for the murder bas been claimed by the Red

Recently, Sig Oscar Luigi Scalfaro, the Minister of the

Interior, warned that the Red Brigades were regrouping in Rome, Milan and Naples.

Ever since the spectacular commando action which freed U.S. General James Lee Dozier,

ticularly disappointed to find no flexibility in the demands of Mrs Margaret Thatcher, the the negotiations has been accompanied by increasing

herald revival of terrorism

THE MURDER in Rome on members of left-wing terrorist

the Italian Government's worst fears about a revival of domestically bred left-wing terrorism.

Responsibility for the ways.

of failure.

three weeks.

In The Hague, be is said to have told Mr Ruud Luhbers, the Dutch Prime Minister, that the

Brussels summit offered the This is said to be most evident only opportunity for a settle- in the vital talks on agriculment during France's six month tural economies and proposals tenure of the EEC Presidency. for a price freeze. M Michel According to the Commission, Rocard, France's Agriculture the Community will be facing Minister, seems increasingly financial disaster by June. On anxious to svoid taking responsibilities for account of the proposals. sibility for measures which will

asking for too sharp a reduc-tion over too loog a time.

been accompanied by increasing warnings in private from senior

groups have also been arrested. Life bas become visibly more

relaxed, although there have been occasional sets of Arah

The killing of Mr Hunt in a

Rome suburb is seen as an attempt by the Red Brigades

to demonstrate that they are still operating, although police say it was a relatively ams-teurish operation, leaving

Another theory, bowever, is that Mr Hunl was killed by

teurish operation, many clues.

Nonetheless, the outcome of the 11-day trial may mark the virtual end of the Rer-statt saga, almost a decado after the bank falled with losses of about DM 1.2bm (£311m) caused by illegal foreign exchange dealings. Although six other former Herstatt managers and exshange dealers have been con-

victed in the last year, it has for a long while seemed that Herr Herstatt himself, who bad produced evidence of heart troubles, would escape trial on medical grounds. tenaclous public prospectors succeeded in having him declared after all fit to face

a court. They immediately brought new charges of fraud and fraudulent bankruptcy. These were upheld by yes-terday's verdict. It came just over four months before West Germany's 10 year Statute of Limitations would have come into effect for Herstatt, meaning that after June 26, 1984 all outstanding proceedings in the case automatically lapse. In its judgment, the court found that Herr Herstatt had heen nurty to the concealment

of DM 100m of foreign ex-change losses in the bank's 1973 balance sheet. He had moreover signed that balance sheet in early 1974, when he was aware that Herstatt was facing losses of DM 520m.
The Herstatt collapse was West Germany's most serious post-war bank failure. It sent shockwayes through the international banking system
Since criminal proceedings
began in 1979, courts have
spent a total of 250 days on

Kohl summit plea

West German Chancellor Helmut Kohl called yesterday for an early summit between President Reagan and new Soviet leader Konstantin Chernenko, saying they ahared a great responsibility and some common experiences, Reuter reports from Brussels. Herr Rohl, who met Mr Chernenko on Tuesday after the Moscow funeral of Yuri Andropov, was in Brussels for talks with Belgian leadsrs.

West German motor Cologne banker industry maintains jailed high level of output for fraud By Rupert Comwell in Bonn

BY JOHN DAVIES IN FRANKFURT

THE WEST GERMAN motor released as metal industry vehicle industry, which has workers prepared for strike been steadily recovering from action if there is no progress. recession, maintained a high hy the end of this month in level of production last month. Output of cars and commercial vehicles was well shead of An indication of the basically shared and a secondly shared extensive the motor.

Output of cars and commercial veblcles was well ahead of a year ago and on a seasonally adjusted basis matched the average production of the last quarter of last year.

West German factories turned out 363,600 cars last month, 15 per cent more each working day than in January last year.

About 25,800 commercial vebicles were produced, 10 per cent more than a year earlier.

The German Antomobile Industry Associstion (VDA) said the hefty increase represented a dustry Association (VDA) said the hefty increase represented a recovery from the depressed levels of a year ago when a sharp downturn in exports hit production, it stressed that, on a seasonally adjusted basis, vehicle production was actually stagnsting—a reminder of the said ago. Exports also show a brighter picture. The West Germans exported 183,600 cars last month, 8 per cent more than a year ago. Commercial vehicle exports were up 25.8 per cent at 15,200. Car exports per working day showed a less dramatic rise of 3 per cent

sharply, mainly hecause debtridden developing countries and
oil producers have cut largetrend, declining last year for
the third year in succession to

stagnsting—a reminder of the rise of 3 per cent.

fragility of the economic Car production in large.

ragility of the economic correction in West Germany has been picking up in each of the past three years, rising 3.1 per cent last year to of better sales of vans and light 3.88m. The industry hopes this trucks. Production and sales of year to top the 1979 record of

scale construction and row the third year in succession to huilding projects.

The production figures were the previous year.

Bundesbank to keep tight rein on money supply

BY JOHN DAVIES IN FRANKFURT

The central bank said thet ahould grow less rapidly than money supply, seasonally adthe nominal rate of growth of justed, resumed its advance last gross ustional product this justed, resumed its advance last month, after declining in December, but the trend rate of growth was st the lower end of the target range.

Justed, resumed its advance last year.

The central bankers are feeling more relaxed lately with the U.S. dollar declining and

for last year.
It said that after a period of

It said that after a period of sometimes rapid increase up to the middle of last year, money supply growth had flattened to machinery and electrical engineers. supply growth had fiattened to machinery and a more moderate rate in keep-neering sectors. ing with the central hank's Consumer spending, nowever, macro-economic aims. The has been cautious lately and among the less dynamic influence for economic growth. money supply had ended the among the less dynamic is year exactly at the 7 per cent ences for economic growth.

THE BUNDESBANK, West top end of the target range of Germany's central bank, has reaffirmed its determination to The Bundesbank said that in affirmed its determination to keep a tight rein on money supply, which has abown only modest growth since the beginning of the year.

The Bundesbank said that in view of prospects for economic expansion and possible tionary pressures, it was spproning of the year.

the target range.

The Bundesbank decided domestic inflation still showing

The Bundesbank continues to supply growth target to a range of between 4 and 6 per cent between the final quarter of last tween the final quarter of last year and the last three months of this year. This compares with a 4 to 7 per cent target range for last year. ness in the next few months.

Italian Communist union protests against wage decree

U.S. General James Lee Dozier,
in January, 1982, from the Red
Brigades, there have heen few
serious acts of left-wing terrorism in Italy. Hundreds of in Sinai is a guarantee.

PROTEST STRIKES, demonstrations and blocks of motors liament which must approve it in suse, and by the Communist ways and railways broke out all over Italy for the third day intensity percentage points of Italy for the chird day intensity presented to partially for the third day intensity presented against the government decree imposing a government decree imposing a government decree imposing a cut in wage indexation.

There was serious disruption of 16 per cent on rises in those intensity proved the government's province of the UIL.

Benvenuto, leader of the UIL.

and yeaterday. The UIL would next week make a proposal aimed at restoring a degree of cohesion. But this would only organisers. The public is fed up in wage indexation is relatively involve suggesting a new system of co-operation between the unity of the past.

The UIL's desire to reduce the communist to the UIL.

Were refusing to take part in the CGIL of suhmitting to Communist the coil.

"These strikes will have a signing an agreement which he would only organisers. The public is fed up in wage indexation is relatively involve suggesting a new system of co-operation between the disruption they cause, he said.

The UIL's desire to reduce the unity of the past.

The UIL's desire to reduce the unity of the past.

The UIL's desire to reduce the unity of the past.

The UIL's desire to reduce the unity of the past.

The UIL's desire to reduce the unity of the past.

The UIL's desire to reduce the unity of the past.

The UIL's desire to reduce the unity of the past.

The UIL's desire to reduce the unity of the past.

The UIL's desire to reduce the unity of the past.

The UIL's desire to reduce the unity of the past.

The UIL's desire to reduce the unity of the unity of the past.

The UIL's desire to reduce the unity of the u

with the two other union federa-tions and the employers that led to the decision of Slg Bettino Craxi's government to impose its incomes policy by legislative

to the decision of Sig Bettino this year.

Christian Democrat CISL both Christian Democrat CISL both the government to impose its incomes policy by legislative coalition government has been proposals.

The decree, which was yesler.

CGIL had lost many members in the past few years. "It just special concessions for CGIL munist Party of organising the strikes and protest marches, sod claimed that many Community doesn't sold.

CGIL had lost many members in the past few years. "It just special concessions for CGIL munist Party of organising the strikes and protest marches, sod claimed that many Community doesn't munist members of the CGIL union, whose governing exist any more," Sig Giorgio munist members of the CGIL sign leader of sig Benvenuto said.

government has taken action to precedented for more than a negotiations, which is of concretation without deade, a fact which is of concretations a voluntary agreement of all cern to employers who naturally mobile. whose effect is to the prefer to deal with a unified narrow wage differentials. But union movement would lead to make up only about a third of the working class." Sig Benthalian down from last union leadership. The Socialist the UIL tild not want the total a fall in the number of members in the working class." Sig Benthalian down from last union leadership. The Socialist the UIL tild not want the total a fall in the number of members in the working class." Sig Benthalian down from last union leadership. The Socialist the UIL tild not want the total a fall in the number of members in the working class." Sig Benthalian down from last union necessaries and the social state of the social state of the social state of the union movement would lead to make up only about a third of the social state o It was the CGIL's refusal to sign interested parties, are aimed or prefer to deal with a miner parties and the two other union federations and the employers that led to an average of 10 per cent del Lavoro (UIL), and the pro-Benvenuto said the Com-

and in Trieste there was a state's direct control.

The events of the last few wage indexation was aimed at general strike.

The measures, which repredays have left the trade union creating more space for obtaining wage rises in contract members of the CGIL union, the government has taken action to precedented for more than a negotiations, which have been majority of which backs the reduce wage indexation without decade, a fact which is of conopposition Communist Party. a voluntary agreement of all cern to employers who naturally mobile, whose effect is to
It was the CGIL's refusal to sign interested parties, are aimed of prefer to deal with a unified narrow wage differentials. But

"Making s revolution over just 3 percentage points on the scalo mobile seems to me just an absurd excuse," said Sig Ben-

CGIL had lost many members in

venuto, who was also present at the negotiations, claimed Sig foreign exchange reserves.

Lama bad protested that the A substantial part of the ingovernment's one-year freeze on

Danish foreign debt increases By Hilary Barnes in Copenhagen

crease was attributable to foreign exchange movements, as the current belance of payments

deficit last year was only DKr 10.9bn

the working class." Sig Benvernuto added.

"If Craxi had agreed to
special concessions for CGIL
owner-occupiers, Lama would
then have insisted on something
for those who own two homes,"
Sig Benvenuto said.

Financial Times, USPS No 180840,
published deity except. Sundays and
helidays. U.S. subscription rams
\$420.00 per sensum. Second side
postuga paid at New York MY and at
additions: melling offices. POSTMASTER: send eddress changes to:
Financial Times, USPS No 180840,
published deity except. Sundays and
helidays. U.S. subscription rams
second side of the sec

two previous negotiating rounds with the Fund. But

recent visits by Mr Zvone Dragan, the Yngoslav Vice-Premier in charge of the economy, to the IMF in Washington and by Mr J. J. Polak, an IMF executive director, to Belgrade are thought to have smoothed the way to eventual agreement this time.

OVERSEAS NEWS

S. Africa's ruling party loses seats to Left and Right

BY J. D. F. JONES IN JOHANNESBURG

by the results of wednesday's two by-elections, when the parliamentary opposition parties to both Right and Left comfortably won their first big tests since the government victory in the constitutional referendum last United Party of General Smute-ware thought to be still

The more worrying result for Mr P. W. Botha, the Prime Miniater, Is that the Conservative Party (CP)—the breakaway ultraright-wingers—took the Soutpansherg seat from the Government, defeating a strong National Party candidate who admittedly had to overcome the legacy of his discreted predelegacy of his disgraced prede-cessor, Mr Fanie Botha, the

former Labour minister.
The most significant aspect of this result in a deeply conserva-tive northern Transvaal farming area is that the other ultra-right party, the Herstigte Nasionale Party (HNP), had withdrawn from the contest at withdrawn from the contest at the last moment, thus revealing the potential strength of a united right-wing vote. A merger between the CP and the HNP has long seemed logical but has so far been frustrated by personality differences between the leaders.

Sonth Africa's economic and financial problems demand "urgent attention," Mr Owen Horwood, the finance minister, said yesterday, presenting a "mini-budget" to parliament, AP-DJ reports.

Mr Horwood announced a 6 cent-a-loaf increase in bread

between the leaders.
In the second by-election, in
Durban's Pinetown, the official
opposition Progressive Federal Party (PFP) held the seat with far less difficulty than had been expected, after the National

lill mob

SOUTH AFRICA's ruling National Party has been shaken to leave a clear run for the New by the results of Wednesday's two by-elections, when the party by the results of Wednesday's two by-elections, when the party by the results of Wednesday's two by-elections, when the party by the results of Wednesday's two by-elections, when the party bad withdrawn in order to leave a clear run for the New Republic Party (NRP).

speaking voter in Natal, where the NRP—the rump of the old United Party of General Smuts—was thought to be still The more worrying result for In the event the PFP won by 5,277 votes to 4,397, a liniater, is that the Conservative Party (CP)—the breaksince it suggests that the PFP supporters who defied the party

supporters who defied the party line and voted for the Government in last November's referendum bave not deserted the party for good.

The future of the NRP now looks bleak and there is bound to be renewed speculation of some sort of merger with the governing party. The NRP leader, Mr Vause Raw, bas already admitted that the result has "serious implications."

Sonth Africa's economic and financial problems demand

6 cent-a-loaf increase in bread prices to bold down food subsidies. He said that this month's bike in general sales tax, from 6 to 7 per cent, will reduce downward pressure on exchange rate of the rand.

Lisbon meeting draws up plans for Mozambique dam

LISBON-South Africa, Mozam- tive governments before a bique and Portugal have made substantial progress towards relaunching the sabotaged

The massive dam was built

in Lisbon, Mr Louis Nel, South
Africa's deputy Foreign Minister, said the three governments
had drawn up proposals on
increasing energy tariffs paid
by South Africa, repaying part
of massive financial losses inourseld by Portugal the proposals
by Portugal the proposals
by South Africa, repaying part
of massive financial losses inpower supplies from the dam. curred by Portugal, the princi-pal sbareholder, and protecting power lines from attack by rightest rebels in Mozamblque.

The massive dam was built Cabora Bassa hydro-electric dam in Mozambique.
Following two days of talks in Lisbon, Mr Louis Nel, South independence in 1975. But

But rebel attacks against power lines have cut off supply since last October. Energy The three sides will present from the dam was cut for six the conclusions to their respection months in 1982.

Hong Kong market in stock index futures

By Robert Cottrell in Hong Kong

stock index futures trading later this year. The move is linked to a proposed reorgani-sation of the Hong Kong Com-modity Exchange (HKCE), which could pave the way for introducing other financial futures contracts to the ter-

Mr Fell says be is also recommending a transformation of the Hong Kong Commodity Exchange, a private-sector organisation which is authorised by the Government to trade sugar, soyabean, and gold futures con-

authorise a replacement organisation, the Hong Rong Futures Exchange. (HKFE), which would take over the HKCE premises, to which all HKCE members and contracts could transfer, and which could transfer, and which would use the HKCE's existing management and clearing system. The HKFE would, however, be open to banks, which are at nresent barred

dispense with the services of Seacom (Holdings), which financed the setting-up of the HKCE in 1976, and which bas a contract to provide it with administrative services.

In past years, the HKCE bas seen slow business. In 1983 a total of 1.07m contracts were traded, of which 735,000 were soyabean, 333,000 sugar, and just 6,000 gold The ex-change bas some 150 mem-

and an initial margin of 10 to 20 per cent.

HONG KONG is likely to begin

Mr Robert Fell, Hong Koog's commissioner for securities and commodities, announced yesterday that his office bad decided to recommend that the Hong Kong Government approve trading of futures contracts based on the 33-share Hang Seng index. Mr Fell's recommendations will have to be approved by Hong Kong's Executive Council, and will probably require minor changes in law.

He wants the Government to by law from HKCE member-ship. Banks The HKFE would apparently

bers.
The HKCE's proposal for a
Hang Seng Index futures contract calls for the index to be valued at HK\$50 a point, with a minimum fluctuation of one point, a maximum daily movement of 100 points.

Kathy Evans, recently in Tehran, reports on the new drive against Iraq

Iranian martyrs step up their holy war

OMAN 'CANNOT STOP' IRANIAN ATTACK ON STRAIT

BY STEWART DALBY IN SALALAH, OMAN

THE LAUNCH of Iran's long-awaited ground offensive against Iraq yesterday was a fitting reminder of the religious nature of the Gulf War.

For the day was the anniver-sary of the death of Imam Ali's wife. Imam Ali is the second wire. Imam All is the second holiest figure in Shia Islam, and the son-in-law of the Prophet Mohammed. His wife's name, Fatima Zahra, is also the codename for the latest offensive, which Iran describes as the fifth stage of its war. stage of its war. Colonel Sayed Shirazi, the

young commander of Iran's ground forces, said last week: "Faith will determine the outcome of this war, and God has promised us that the combatants promised us that the combatants of Islam will be victorious."

To the Iranians, the Gulf War is not just a battle with Saddam Hussein, the Iraqi President, and his "Saddamite Baathist forces." It is also a war against the Superpowers, and in particular the "great Satan," the U.S. It is a war for Islam, undertaken in the name of the oppressed in the

The recent rapproachement between the U.S. and Iraq has only underscored the Iranian rhetoric. Iranian officials attached great significance to the recent visit to Baghdad by U.S. Middle East envoy Donald Rumsfeld, and Iraqi threats issued shortly after.

name of the oppressed in the

Portraying the Gulf War as a battle for Islam is very important to Iran. The war bas gone on for over three years now, and there is no end to the bloodsbed in sight. Senior officials in Iran say they have little bope of mediation efforts ever being successful "now that the war bas taken on special dimensions recently."

OMAN IS in a position to know in good time of any might try something. We are obviously not in a position on our own to prevent him closing the strait. We must ensure that we know what is bappening attempt by Iran to close the strategic Strait of Hormuz, but it cannot by itself stop an attack succeeding.

Asked in an Interview about Ayatollah Ruhollah Kho-meini's threat to close the strait, Sultan Qaboos bin

Said, the 43-year-old Omani ruler, said:
"We would like to think that he will not do it. It is not good for anyone. It does not serve anyone's interests. In spite of this we must take seriously any threat that he

At present, the Iranians appear absolutely determined about their objectives—the toppling of Saddam Hussein and establishment of an Islamic republic in Iraq. As Colonel Shirazi says grimly: "We are prepared to fight to the last drop If the Iranians were to

achieve their ambitions a wave of Islamic fundamentalism might sweep the whole Middle East. As Ayatollah Ruhoilah Khomeini says, the export of Iran's message of Islam is a religious during and in religious during and in religious during and in religious during the says. religious duty, and in neigh-bouring Iraq live the bulk of the Arab world's Shi'ites,

Faith is also important for Iran because about one-sixth of its forces are volunteers. The had been largely fought on the conventional army and the ground, marked by occasional Revolutionary Guards together offensives by Iran and artillery total about 500,000 men. But a ne war bas taken on special large proportion of Iranian casualties have occurred in the So morale bas to be sustained. Bassij Corps, the volunteer

in the strait, and if possible know well in advance of any impending attack. "We ran then confer with our brother Gulf states and decide on what course of action we must take," he

Oman, part of which sits opposite Iran on the narrow strait, serves as a kind of

squad which totals about 100,000 men.
The Bassij appear to consist of either very old men or very young men, and they are taught during their three months' training that their salvation lies in dying as a martyr for Islam. Hence the "human waves" which the Iraqi troops talk of. At home, much emphasis is given in Government rhetoric to the role of the Bassij Corps, and during the recent anniversary celebrations, they were given pride of place in the

marches. With further religious exhortations, this force can easily be doubled, say diplomats in Tehran. Until this week, the Gulf War offensives by Iran and artillery bombardments of Iranian border

thing happening until Iran decides there is no sense In going on, or the situation in Iran changes. There is no sign of it yet. It is really up to Iran."

injured — cansed increasing Iranian frustration.

Following further missile attacks on Dezful by Iraq, the

sentry on the channel. through which about 20 per

cent of the western world's

oil needs pass. Iranian leaders have repeatedly threatened to block the strait

with mines as part of their

war with Iraq.
Sultan Qahoos also said he sees no hope of the Gnif war ending at the moment. "I personally do not see any-

Iranians ended their policy of avoiding civilian targets. From now on, no Iraqi city, apart from those containing holy Shia shrines, would be safe from attack, said Iranian leaders. Yesterday's ground offensive had long been expected, though most analysts bad expected the

activity to centre on the Basra region rather than the central Limited operations in the north, cade named "Liberation of Jerusalem," which started last week, are still goin on, focused

on the Sulaymaniyah-Baghdad bighway. Observers in Tebran did not believe that the Iraqis would be tempted to bring into play their

have been bullding up in a number of strategically placed islands in the Gulf. Iran is also planning to cater for the likely effects of its threat to close the

Strait of Hormuz.

A feasibility study for an oil pipeline leading to the Southeast of the country is shortly to east of the country is sbortly to
go out to tender. This week,
senior planning officials also
forwarded an emergency
economic plan to the Cablnet
which outlined economic
strategy in the event of an oll
exports cut-off.

If it were not for the mountlog civilian casualties, a steady

If it were not for the mountlog civilian casualities, a steady
war of attrition would have
seemed more beneficial for Iran
than any risky escalation.
According to Ayatollah
Khomeini, even if Iran does
nothing, the collapse of President Hussein is only a sbort
time away, for the people of
Iraq will overthrow him soon.
Economically, Iran is much
more able to sustain a promore able to sustain a pro-longed war than Iraq, which has experienced a whittling down of financial assistance from the Gulf states in the past year. Iran's crude oil exports are continuing at the fairly healthy level of 1.7m b/d, about double those of Iraq, and foreign reserves are building

up. Dr Taqi Banki, economic planning chief, says that the war is absorbing about one-third of Iranian Government spending. About \$5.7bn goes on capital Items for defence, while another \$1.5bn is absorbed in current expenditures for the Ministry of Defence, the Revolutionary Guards and the needs of recon-struction, martyrs' families and towns by Iraq. Mounting civi-lian casualties—said to be some 4,700 killed and another 22,000 In the past week, Irania forces Iraq.

Indonesia opens oil plant

BY KIERAN COOKE IN JAKARTA

Dumai refinery in central

Its refined requirements from production from the plant: Singapore: In the first nine kerosene is widely used in months of 1983. refined oil imports from Singapore cost year Indonesia completed two Indonesia S2.7-ibn in much expansion projects at its two needed foreign exchange. But other large refineries

INDONESIA HAS taken another the Government says it hopes step towards self sufficiency in that this will no longer be refined oil products with the necessary by the end of the year. official opening of a \$1.47bn However, the Dumai refinery hydrocracker complex at the expansion has been delayed and many question wbether the Government's target can be met.

At present Indonesia, Asia's Most significant for Indone-blggest oil exporter, is forced sia's needs will be a 110 to import a large proportion of per cent increase in kerosene

Hawke softens line on industrial change

BY MICHAEL THOMPSON-NOEL IN SYDNEY

WITHIN HOURS of returning of change than they have in the to Australia at the end of an recent past: structural change 18-day tour of Asian capitals, in the economy, changes in Mr Bob Hawke, the Australian technology, changes in the loca-Prime Minister, was at pains yesterday to stress that economic restructuring in Australia would be achieved through consultation and consensus. ment, and said Australia had to

In Japan two weeks ago, Mr move away from policies, which Hawke had warned that the had, as their only focus, the introduction of new technologies, as well as new international trading opportunities,
"will require many groups in
our society to accept faster rates

"at their only focus, the
require only focus, the
Next week, Mr Hawke is
expected to initiate top-level
talks with Broken Hill Proprietary (BHP)—Australia's mono-

tion and content of work." Mr Hawke had singled out the Australian steel and car industries as suitable cases for treat-

poly steel producer-and with the Australia Council of Trade Unions, on the major initiative of his Asian tour, a plan to boost Australian steel exports

Throughout his tour, Mr Hawke had emphasised that his ambition was to "enmesh" Australia into the Asian region, and maintained that "looking Pacific region must be accepted worldwide economic perform-



Acid rain irritates Congress and Canada

AMONG THE traditional collection of grand proposals in his State of the Union message. President Ronald Reagan this year urged Congress to double its funding for research on the notorious pollutant acid rain, develop new pollution cootrol technology and take action to clean up lakes.

But the reaction from environmentalists was one of outrage. Less than a year ago the President bad pledged to make the fight egainst acid rain a top priority, but he was now refusing to establish an effective clean-up programme.

The Government of Canada, wblch is in the frant line of damage from acid vain, dubbed the President's proposal "a serious setback" and said it was "deeply disappninted" by his failure to enact a programme

Congress, too, wes distinctly unimpressed. Mr William Ruckelshaus, head of the Environmental Protection Agency (EPA), was all but savaged in recent hearings at the Senate recent nearings at the Senate environmental committee. The President's failure to move against acid rain, said Senator Robert Staffind (Republican, Vermoni), the committee's chairman, "may severely damage that Mr. age the prospects that Mr Ruckelshaus and the EPA will be eble to regain the confidence of the American people that was lost just a year ago" (when the ogency was engulfed in



tration leadership, the battle against acid rain is likely to become bogged down in sclendisputes. regional conflicts, budgetary considerations and presidential politics.

Although not a burning issue for most Americans acid rain has caused untold damage in the north-east and Canada. The long distance pollutant is blamed for killing aquatic life in hundreds of lakes, damaging soll and eroding huldings and monuments. It is reported to have released lead from steel water pipes, and it has raised fears about stunted forests, de-

was lost just a year ago" (when the egency was engulfed in political controversy and its chief had to resign).

Mr Ruckelshaus declined to sey when the President might take a stand on controls. But it is clear that without Adminis-

Reagan, already under attack per cent if the U.S. will do the for his massive hudget deficit, same. has opted not to impose multibillion dollar pollution controls what has happened in Scan on iodustry or ask for sub- dinavia and parts of Western stantial Government spending Europe now to know this is a until there is conclusive scientific evidence about the causes and effects of the problem. The environmental commit-

tee's ranking Democrat, Senator Daniel Moynthan of New York, accused the President of "adding up the electoral votes of the polluters" in the industrial Minwest, adding up the electoral votes of the polluted io New York and New England and concluding that "there are more electoral votes in the Ohio valley.'

Presidential politics aside, Congress itself falls to regional squebbling when ficed with the question of wbo should pay for an acid rain clean-up. The North-eastern states say they are the victims, and they oppose a national tax to pay the bill.
Westerners say they already
pay more for electric power
than anyone else because they have newer, cleaner power plants, and they should not be billed for pollution caused by others. The Midwestern states, which have been hard hit by recessioo, say they cannot bear the cost alone.

The Midwestern utilities, which cause most of the damage, argue that switching to lowulphur coal is too expensive just the 50 largest power plants, requiring a scrubber for each orking in high-sulphur coal of the 158 generating units, would, the industry says, represent the solution of the 158 generating units, would, the industry says, represent seot sales of about \$5bn. sulphur coal is too expensive and could cost 150,000 minera working in high-sulphur coal

Bills in Congress to tackle acid clean-up campaign and has rain range in cost from \$3bn pledged to cut industrial emis-(£2.1bn) to \$8hn. But President sion of sulphur dioxide by 50

"Vmu colv need to look a very serious and important issue," says Mr Charles Caccia. the Canadian Environment Minister. "We want to avoid the European experience at all

In dispair, five states—New York, Maine, Minnesota, Rhude Island and Vermont-told EPA last month that they intend to sue because the Agency failed to order reductions in sulphur emissions. Under the Cleen Air Act, the EPA administrator has the authority to order reductions if he finds emissions in one state are barmful to another.

Acting alone, New York ordered its infamous Con Edison utility to instal air pollution control equipment in three of its units proposed for conversion from oil to coal. It vas the first time a regulatory authority had decreed that scruhhers, the main pollution control devices available, should be fitted on older power plants converting from oll to coal. Not all business interests are opposed to a hig acid rain programme. For the air pollution control industry, e clean-up would mean a welcome boost. Sales of seculors peaked in 1980 at \$664.4m and sank to \$89.6m in 1982. Controls on

U.S. house starts hit new monthly high level

By Stewart Fleming in

U.S. HOUSING construction starts hit their bighest monthly rate for five years in January The January rise of 15 per cent on the December level transleted into an ennual rate of construction of 1.9m units Taken in conjunction with a 2g per cent rise in home sales in December, the January housing starts figure strongly suggests that the housing market is proving more resistant to high interest rates than many economists had been expecting. Separately, the Commerce Department released figures showing that consumer personal disposable income rose by 1.1 per cent last month compsred with December, the biggest monthly rise since October last

year.
The Federal Reserve Board reported yesterday that capacity utilisation in factories, mines and ntility concerns rose to 79.4 per cent in December from 79.1 per cent in November.

Strong gains in industrial production reported earlier this week suggested that January capacity ntllisation would con tinue the upward trend. These and other indicators are encouraging to those who feared growth might taper off sharply and discouraging to economists who worry that too rapid growth of the economy and Washington's failure to tackle the federal budget deficit may lead the Federal Reserve Board to tighten its

monetary policy.

The stalemate in Washington on the budget issua shows no signs yet of being resolved. President Ronald Reagan said earlier this week that he is still unwilling to accept the tax increases or defence spending cuts which the Democrats are pressing for as part of a deficit cutting compromise.

And he dismissed suggestion that the recent collapse of prices on Wall Street is due to fears about the size of the Federal hudget deficit,

Reuter adds from Washington; Treasury Secretary Donald Regan said money supply growth in the past two morths bas been "sufficient" to insure continued economic recovery.

"Ten per cent in the past two months is plenty of money to tive (the president and vice-parties in the country will also sustain this kind of non-president) and the National be able to receive funds from inflationary growth," he said. Assembly, arguing that the outside the country.

Brazil to seek IMF approval for release of next loan tranche

BY ANDREW WHITLEY IN RIO DE JANEIRO

BRAZIL IS preparing a new Letter of Intent to the Inter-national Mooetary Fund, as well as a formal request for a "waiver" in respect of its failure to meet certain IMF-set targets at the end of 1983.

Allhough both documents are considered formallties, their approval by the IMF's board is essential for the release in mid-march of the next \$390m tranche of the Fund's \$4.65m fiscal to the monetary budget. extended, three-year loan to Brazil. IMF technical team

headed by Mr Thomas Reich-mann, head of its Atlantic divi-sion, is currently in Brazil, studying the performance of the economy and discussing new money supply and credit expan-sion targets for the second and third quarters.

The factor which continues to

hedevil the negotiations, as throughout last year, is the lack of success in curbing inflation in response to the conventional tightening of monetary control. Setting targets for six months hence has thus become even more hazardous than usual, Brazilian officials say privately. The year in Brazil started hadly for the Government and the IMF. Prices rose in January

by nearly 10 per cent and an identical, or greater, rise is expected this month. The increase in the monetary base last month was double the agreed level. A top planning ministry offi-cial said on Wednesday the Gov-ernment was not planning to re-

It is unclear as yet whether Brazil's latest IMF document will be presented as a separate letter of intent—the fourth since January 1983—or, simply, another annexe to the third letter intended in the control of the c another annexe to the third letter, signed last September.

The application for a "waiver" on its performance targets last December should be approved nutomatically, Brazilian officials orgue, as the failures result largely from the delay in finalising the country's new \$6.5hn jumbo loan from

the banks. The actual drawdown of the first \$3bn tranche of the jumbo is not now expected until late next month, setting back further the promised ending of the emergency foreign payments controls imposed in September.

Changes to Nicaraguan state statute approved

BY TIM COONE IN MANAGUA

debate, the Nicaraguan Council dency would interfere in the of State, the country's legisla- affairs of the National Assembly. tive body, hes approved four Meanwhile, the Sandinista changes to the Fundamental television system had been con-Statute of State which estab verted into a state institution ished the revolutionary Governmentin 1979.

The changes anthorise the election of a president, vice-president and a 90-member National Assembly in simul-taneous elections due to be held

The Nicaraguan Communist Party and right-wing opposition parties to the ruling left-wing Sandinistas, opposed the simul-taneous election of the execu-

AFTER TWO days of intense executive office of the presiby Government decree, to estab-list its independence in the election campaigns. Sr Carlos Nunez, one of tha top nine San-Dutch parliamentary delegation that all the political parties would be given equal access to radio and television for their campaigning, and that the State would give each party 6m cordobas (U.S.\$600,000) to finance their election campaigns. It is expected that the nine political

Canadian budget aims to keep on course for recovery

trace the relationship between

air pollution and acid rain over a wide area and a long period

of time, hut could not agree whether the impact of e par-

ticular source of pollution on a particular geographical area csn be measured. The panel produced differing views on the chemical reactions that cause

acid rain, how acidic precipita-tion actually affects animals and

plants and how the problem should be addressed.

Most scientists agree that

acid rain is created when sulphur dioxide emissions from coal-burning plants and nitrogen

BY NICHOLAS HIRST IN TORONTO

private sector build a continu-ing economic recovery, but with few significant changes.

Union leaders are unheppy that the hudget has done little to alleviate unemployment, which Mr Lalonde estimates will remain over 10 per ceot this yeer. Business groups howhave given a cautious favourable response

However, Mr Laloode bas little room for manoeuvre. His forecast for a C32hn reductioo in the federal deficit of

MR MARC LALONDE, Canada's per cent of GNP, depends on finance Minister, has brought in a hudget designed to let the sonal taxes flowing from an esti mated 5 per cent real growth in the economy, a higher growth rate than many private sector economists are predicting.

Some of the rise in government reveoues will come from delayed tax increases intro-duced in the previous budget last April, but the forecast 16.1 per cent increases in personal taxes and 25.2 per ceot rises in corporate taxes, if they are to be met, mean substantial increases in both wage earnings C\$31.5bn for 1983-84, equal to 8 and corporate profits.

Some C\$850m is added to tha economy above estimates io last year's hudget, mostly in increases in government joh creation and training programmes and supplementary payments to pensioners.

Politically, however, the hudget is aimed at repairing the Liberal government's frayed image with middle and upper lncome earners. Increased tax concessions are given on Individual retirement plans, tax in-centives are to be introduced for employee profit sbaring, and small business taxes are to be simplified and reduced.

Occupational pensions are to be improved and the Government intends to introduce a mortgage interest protection

However, unemployment is expected to remain at 10 per cent or more for the year despite C\$1bn of accelerated public works programmes an-oounced in the 1983 hudget to be carried out in fiscal 1984-85.

last two years' mandatory public sector and voluntary private sector wage guidelines. Mr Laloode forecasts economic growth averaging 4 per cent hetween 1985-88—again higher than most private forecasts—and a consequent decline in the deficit to 6.9 per cent of

GNP in 1984-85, and 4.7 per cent by 1987-88. It all looks very optimistic, but then the forecast of 2.3 per An inflation forecast of 5 per cent against 5.8 per cent last exceeded with a rise of 3 per year is higher thao the expected rate in the closely lioked U.S. ecooomy. But ecooomists have welcomed the scrapping of the

WORLD TRADE NEWS

Rome go-ahead set | W. German for \$500m Iraq loan

BY ALAN FRIEDMAN IN MILAN THE ITALIAN Government has plexinn in view of the continuing

agreed provisionally to provide an Gulf war between Iraq and Iran.

Export credit line of \$500m to Iraq.

According to the announcement of the control of th The move was announced after a the increase of petroleum exports meeting in Rome of the Italo-Iraqi from Iraq to Westero countries Joiot Commission on Trade, headed should provide sufficient cash flow by Sig Nicola Capria. Minister of to allow the repayment of short-Foreign Trade, and his Iraqi counterm debt. terpart Mr Hossein Ali.

of an Italian cahinet committee.

loan for several months. Many in awarded in Iraq. the Italian Government suggested that such a credit would put Italy in nies is hoping to win the deal, estiline with other European trading mated to be worth \$1.7hn. partners of Iraq - such as Austria. Great Britain, France and West Germany - which have already granted credit.

Three bids likely

BY CHRIS SHERWELL IN SINGAPORE AND HAZEL DUFFY IN LONDON SINGAPORE'S Mass Rapid Transit

for Singapore transit

of suppliers of the system's auto- due to be announced in April.

myned corporation involved in the strongly competitive hid

The Japanese hid is led by Kawa- submit their commercial hids for

saki in Association with Nippon the \$400m contact by January 9.

Sharyo Selzo Kaisha, Tokyu Car They include groups from Finland and Kinki Sharyo. The Swedish hid Belgium and West Germany.

According to the announcement By Rupert Cornwell in Bonn

A major element of the Italian The agreement is provisional hereredit is the desire of several Italian cause it still requires the approval state-controlled companies to achieve a satisfactory conclusion of The Governments of Italy and lraq have been discussing such a contracts which have still not been

An Italian consortium of compa-

Among the Italian companies competing are Italimpianti, the Genoa-based engineering group, and Snamprogetti, the oil pipeline Although the loan is described as group. Several subsidiaries of the an export credit, it is seen by some in Rome as having a political com-

is led by Asea in partnership with

Eight consortia were invited to

trade with falls sharply

exported by major producer-countries in the region.

Although figures released by the Federal Statistics Office

many's trade surplus with Arab countries remained at over DM 7.4bn (£1.5bn) both imports and exports fell back very

sharply.

German exports to the region
dectined by 21 per cent to
DM 27.1hn, in part due to the
expiry of major contracts pre-

pared with nearly 54 per cent in 1982.

The net result is that the region has been overtaken by North America as the second

Corporation, which is awarding contracts for the city state's massive

Sembawang Shipyard of Singapore.

It is not clear which other hidders North America as the second largest outlet for West German exports, after Europe.

The hest Arab customers for West German goods last year were Saudi Arabia which took DM 7.8bn worth, followed (desnite tha Gulf War) by Irao with DM 3.7bn. and then Egypt, Algeria and Libya,

Oil made Libya easily West \$5bn metro project, is believed to have been asked by the MRT Cor have included British, Japanese poration to supply further details and Swedish bidders on a shortlist oo the bid, the outcome of which is A Franco-Singaporean consor The British interest is in Metro-tium linking Francorail, Sofretn Cammell, which bus teamed up and Alsthom Atlantique with Singawith Siogapore Automotive Eogi-neering, n Singapore Government-is expected to come back with a-

W. German submarines INDIA has taken up an option to manufacture four West German designed submarines at its Mazagon docks shipyard in Bomhay in addition to two vessels being built in Germany by Howaldt Deutscha Werke,

The submarines - called

Its imports. however, tracted even more drastically, by 30 per cent to DM 19.7bn. This primarily reflected a cut in

purchases of Arah crude oil, to only 26.7m tonnes in 1983 from 38.9m in 1982.
Last year, Arah countries supplied only 41 per cent of West German oil imports, com-

Oil made Libya easily West Germany's blegest Arab aup-plier, with DM 6.3hn-worth of exports.

DelhiL

HDW-1500 in Germany and HDW-209 in India—will reploce Soviet Foxtrot submarines now in service. The German-huilt vessels are expected for delivery in 1986, with the Indian huilt vessels being delivered from 1988.

Jerusalem aims to increase exports to its closest ally. David Lennon writes

U.S., Israel press on with free trade pact

sharply boost their country's exports to its closest ally, and at the same time substantially reduce its reliance on U.S. aid. The second round of talks on technical matters is taking place this week in Jerusalem, fullow-ing an intensive first session in

Washington last month. wasoington last month.

Although officials stress that negotiations are still at an exploratory stage, both sides helieve an agreement can be reached by the end of this year and start being implemented in 1985.

The aim is to create a hilateral agreement abolishing customs duties other restrictions on trade, similar to the accord currently being put into practice by Israel and the EEC. The U.S. is already Israel's

largest single trading partner.

It was the fact that Israel Israel In 1982, it hought \$1.11bn (£785m) worth of Israeli goods and sold \$1.54bn worth in return, Israell exports to the U.S. amount to more than 20 per cent of overall exports, and non-military imports from the interval in pushed out of the Israell marting.

It was the fact that Israel System of Preferences (GSP) that is, how much of it must be scheme which since the miderate whic largest single trading partner. In 1982, it hought \$1.11bn (£785m) worth of Israeli goods

THE FRENCH Government

has partially reversed its earlier ban on the purchase by the French shipping

group of Delmas-Vialjeux of four ships from Yngoslevia.

according to a spokesman of the 3rd May shipyard in

The Rijeka yard will now dellever two of the four 33,00-tonne ships it was originally contracted to build

for the French company, and the other two will be built in

President Françols Mitterrand, who earlier this

Françols

French yards.

France partially reverses

ban on 4 Yugoslav ships

THE U.S. and Israel are pressing ahead with negotiations on an unusual free trade pact which Israeli officials hope will great store by the additional has been around for several trade area which Israeli officials in Israel set which Israeli officials hope will great store by the additional has been around for several trade area than article to the U.S. which is a sheen around for several trade area than article to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around for several trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade area to the U.S. which is a sheen around trade possibilities offered by the vast American market. At the same time, they declare they are prepard to accept the risk that the trade flow from the U.S. to Israel could threaten some local industries.

No senior official on either Both sides believe an side is prepared at this stage to say how much the proposed agreement would boost trade. But Israeli politicians such as Mr Gideon Patt, Industry and Trade Minister, believe it could produce an increase in Israeli year, reaching some \$7bn-\$8bn hy 1990.

Imports by 1987.
It was the fact that Israel

has heen around for several years, but it received its push from the theoretical into the practical in Novembar when President Ronald Reagan ex-

> agreement can be reached by the end of this year, and start being implemented in 1985.

Israel's 1971 agreement with pressed support for the idea the EEC provides for gradual during talks with visiting reduction and ultimate cancellation of tariffs on European Currently, Israeli goods enter the ILL wide of the control of the ILL wide of the Currently, Israeli goods enter the U.S. under the Generalised System of Preferences (GSP)

Singapore dredging order

By Walter Ellis in Amsterdam BALLAST-NEDAM and Bos-

BALLAST-NEDAM and Bos-kalls Westminster, two of the largest Dutch construction groups, have won a FI 66m (£15m) joint order from Singe-pore for the dredging and reclamation of land between the islands of Sakra and

The contract, planned to take 22 months to complete, follows a similar project last year to enlarge the island of Palan

At the same time, the Government of Taiwan has awarded Philips, the Dutch electronics group, a Fl 59m order for the provision of lighting, sound, recording end

Dutch win £15m | Valletta urges Paris to buy more Maltese goods BY GODFREY GRIMA IN VALLETTA

The discussions also involve the phasing in of the agreement:

we do not allow our markets to be open to goods from another country, then there is no rea-

tive limitations.

If one country exports a certain article to the U.S. which accounts for more than 50 per cent of the total import of that article from all sources, or total U.S. imports of that item article from the contraction of the total import of that item article from the contraction of the total import of that item article from the contraction of the contraction

cent of the total import of that article from all sources, or total U.S. imports of that item exceeds \$50m a year, then the item is automatically excluded from the list of those benefiting from the GSP tariff exemptions.

The creation of a free trade area would abolish these ceilings and create a stable

ports.

MALTA is pressing the French countries.

bilateral trade. Malta last year imported M£14.5m (£9.1m) in goods from France, comprising mainly steel and cars, and exported just M£4.5m in return, mainly in

ings and create a stable situation which permits more rational investment, a U.S.

It would also remove Israel

from the danger that the cell-ings could be lowered, if Con-

gress decided on a more protec-tive policy when reviewing the GSP, as it is now doing.

The negotiations bave yet to

decide such issues as what defines an Israeli or U.S. product, that is, how much of it must be

official explained.

semi-manufactured goods. The Government of Mr Dom Mintoff grew so alarmed at tha size of the imbalance that It recently imposed a temporary ban on French imports, followed by a "temporary" han on the issuance of licences for the

Government to take positive While France has not for-steps to alleviete the island nation's mounting deficit in gestion. French train officials see little immediate solution, French investment in the Mediterranean region usually goes to Francophone countries, not to English-speaking nations. They do hold out the possi-bility, however, of a boost in

Another problem to be tackled is the opposition by pro-ducera in both countries who

may fear that they could be harmed by the competing lm-

There is little doubt there

will be pressure, especially in Israel, to include carefully de-

fined exception clauses to give

the local producers the oppor-

tunity to make the necessary adjustments to the changing

Mr Patt's answer to Israeli industrialists' objections is: "If

son to believe that the other market will be open to us."

Bassani Ticino in W. German link-up

BASSANI TICINO, a private Italian manufacturer of electriimportation of French goods.

The Ministry of Trade last cal switching equipment, yesweek allowed some of the import licences to be Issued, but operation agreement with West the situation is far from normal.

Because of the seeming to groun of West Cormany's AEG Telefunkeo lighting, sound, recording end other electronic systems to the situation is far from normal.

Because of the seeming in solubility of the problem, Malta has informed the French to be carried out in 1987—will be the responsibility of Philips to pursue a policy of reciprocity be the responsibility of Philips Taiwan, currently the largest foreign employer on the island.

Italy wins cable contract BY ALAN FRIEDMAN IN MILAN ITALCABLE, the overseas tele-ning Europe, South-East Asia and phone subsidiary of Italy's Iri-Stet the Indian Ocean.

S14m contract to complete an inter-national telephone cable system for sia, Sri Lanka, Djibouti, Saudi

defence industry.

The project, which will be fio- mented by two major links, one ished by July 1986, is designed to from Singapore to Hong Kong and improve telephone services through Taiwan and the other from Indonean integrated cable network span- sia to Australia.

state holding group, has won a Relay stations for the system are 19 European, Arab and Asian coun- Arabia, Egypt and Sicily. The transmissioo oetwork will be supple-

Arab world

AFTER TWO record-breaking years, West Germany's trade with the Arab world plunged in 1983, as a result of the drop in the quantity and price of oli

yesterday show that West Ger-

viously placed by various Arah Governments.

India to manufacture John Elllott reports from New

year visited Yngoslavia to improve bilateral relations between the two countries, apparently intervened with the compromise solution. Yugoslavia reacted hitterly when, under pressure from its nuions and sbipbuilders, the French Government last month denied Delmas-Vletjeux an import licence for all four of the Rijeka ships it had ordered.

BY ALEKSANDAR LEBL IN BELGRADE The price of the Yugoslav-built ships will be FFr 135m (£11.4m) each. Delmas-Vleljeux is said to be willing to pay 10-12 per eent more to French shipyards which, how-ever, initially asked for three times the Yugoslav price. Reuter adds from Taiwan: Marine Transport Line (MTL)

of New York is negotiating with China Shipbuilding Corp (CSBC) to buy two new oil tankers, n CSBC spokesman Last November, MTL bought a newly-repaired tanker from CSBC for about \$22m (£15.7m). That tanker was originally ordered by Exxon Corp of the U.S. but was gutted by fire in July 1982. Exxon cancelled the order and

CSBC sold it to MTL after it was repaired, the spokesman explained. The two new tankers would be of the same size as the repaired vessel, but the spokesman declined to disclose their price,

icaragum

Marined

e pact

Here' High



If you want to know how to boost your sales, ask the newspapers.



Where do the newspapers advertise when they want to boost sales? Last year sixteen newspapers spent £18,364,000 on television.



We think TV works better, but don't take our word for it. That's what the papers say. There's one place products really move: television.

Dule Electric of Great Reitain Ltd, Electricity Buildings, Filey, Yorkshire YO1499J. Tul: 4723 51444 Telen: 52163

NIXDORF, the West German-based computer manufacturer has launched a restaurant/

har system, a specialised applications area which is attracting increasing attention from systems designers.

Called "Garcon," it runs en the manufacturer's 8812 point of sale device, either as a single terminal er with up to 12 terminals in a cluster.

According to Nixdorf, it

can be easily enhanced to provide a complete hotel and

restaurant management system with on-line access to RIO, a hotel management system from Nixderf which runs on its 8860 computer.

A start of day procedure allows each individual termi-nal to be set up at the begin-ning of each session, staff signing on with their own ID

Garcon Manager, a further

variation on the theme, offers goods administration, menus wine and receipt lists, profit and loss reports tegether with stock and management infor-

Computing

Nixdorf

system

hotel/bar

NEW STORAGE SYSTEMS CHALLENGE MICROFILM

Optical discs for data 'juke box'

BY GEOFFREY CHARLISH

WHEN IT is completed in a few weeks' time, a document storage system at the U.S. Library of Congress will utilise 100 Thomson-CSF optical storage discs in a data "juke box" able to bold 2.5m A4 size documents in digitised electronic form.

Although this amounts to 100,000m characters (100 gigabytes of computer data), the access time for any page is not likely to be more than 10 to 15

The system, which is an obvious threat to both magnetic tape and microfilm, has been developed by a \$22m turnover Californian company called Integrated Automation. It bas just become available in the UK following a marketing agreement with Data Logic, a leading British systems house and part of the Raytheon Group.

It costs between U.S.\$0.5m and U.S.\$4.0m, depending on the number of access terminals and other factors, although the company believes that by the end of the year systems will emerge at about \$100,000.

The cost of storage is extremely low however, and is

By PETER MARSH

In hlazes in houses, many lives are lost on account not ef

the direct impact of flames but

of the effects of smoke and

forms the padding in sitting-room suites is particularly dangerous. When it burns, the foam produces not just smoke

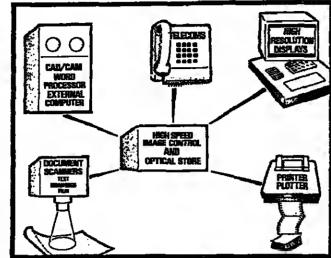
but poisonous gases such as carbon monoxide and oxides of

The polyurethane foam that are fermed.

nitrogen.

The British Rubber Manufacthe research produces.

gases from burning furniture.



How the optical storage system interfaces with other computer related equipment.

tronic conversion for TV screen tors and information disseminaviewing and transmission, but it tion in general." is e sign of the times that IA is

To deal with document input, now moving to optical digital IA has developed a camera that will scan an A4 page in about

allowing various kinds of image user to find the document he

scanner examines the image in strips to cover the area with adequate clarity. The company claims that the definition obtained is better than any TV camera tube that could have

Scanned images can be on paper or film originals, existing aperture microfilm cards, and can also come from computer aided design systems. Before committing the digi-

before committing the digitised images to optical disc,
electronic enhancement is
applied. This has the effect ef
improving, say, an office-copied
pengineering drawing so that
soiled areas, smudging or
soiled areas, smudging or
scratching can he eliminated. In
addition, lines and characters in
the drawing (or page of text)

A report in August 1983 by the drawing (or page of text) can be sharpeoed up using en-

to take even less room on the optical disc, without loss of detail.

improvements to be imple-mented. waots. In the latter, the images can be modified "on screen" For larger images such as and put back on the disc. In the case of larger scale drawings, the screen is used as a to the sbarp end of computer identify the user, cannot always window to zoom in on magnified segments of the drawing to the sbarp end of computer identify the user, cannot always be plugged into every type of industry computer and their in-built code

> Records on the optical disc cannot be altered, but the storage cost is so low that the system simply writes the whole document record again in a new position on the disc. In many applications this is an advantage says the company, because it provides an un-crasable audit trial of revisions to drawings

A report in August 1983 by Frost and Sullivan (The Optical Memory Media Market in the system applies compression system will have great success techniques, allowing the data in markets now sound to take even less room.

play terminals, users can extract images for inspection and take copies on suitable prints. microfilm cannot store digital data as well as images. (In addition, according to IA, microfilm is about five times the

cost of optical.)

By 1988, Frost and Sullivan thinks the market for optical media alone will top \$135m in

SOFTWARE SECURITY

How to beat the computer pirates

BY MARK MEREDITH

"ANY self-respecting hacker of the data space on a disc. can de-bng a dongle in 10 Dongles, plugs which are sold minutes," the man said coming with a software package to

reckons that for every software program sold, seveo copies are made—most of them by the home computer buffs. Software piracy on a larger scale exists with expensive programmes for numerous software packages and remembering which is which adds to the difficulties, according to Mr Richie.

Copylok, now sold te the U.S. Dysart floppy disc manufacturer, has the fellowing built in systems to foil copying. ESI has already built the system into their artificial intelligence software package "expert-ease." reckons that for every software

ware firms.
Anti-piracy devices such as "dongles" have so far failed to daunt the determined pirate.
An Edinburgh software company, ESI has just sold the rights for a system which is designed to expected even the

To date software houses have tried to write programs in code key, itself scrambled, coded ways making it difficult to compare the fingerprint and for computers to sort out in the scrambled program.

copied form.

in devices to block copying fingerprint on the original disc. iocluding a unique so-called fingerprint which cannot be copied ooto a blank disc.

The devices to block copying fingerprint on the original disc. The devices to block copying fingerprint above is recognized to block copying fingerprint above is recognized. nised.

opied form.

An American company, Proeach customer built into each

'Pay by wire' service

A CASH management facility keyed in and sent via the Geisco which enables corporate trea-network to NatWest's central surers to make payments elec- computers. If the recipient is a tronically has been launched by customer of a CHAPS bank, the National Westminster Bank as message then enters the CHAPS part of its "Network" service. network and is despatched to its It can be used in conjunction destination. The whole transacwith CHAPS, the London clear-tion takes only seconds. Ing houses automated payments If the recipient bank is net ing houses automated payments system making the transfer of a CHAPS member—and most cash a totally automated affair, foreign banks in London are The new service utilises the staying out because of a dispute Mark III data network, the lar-over conditions of entry, final gest commercial data network settlement has to be

company. The system has been under-NatWest corporate customers going live trials over the past

can be worked out by the com-mitted user. Numerous dongles

ware firms.

Anti-piracy devices such as "dongles" have so far failed to daunt the determined pirate.

An Edinburgh software company, ESI has just sold the rights for a system which is designed to confound even the most diligent of computer copyist.

"Copylock" bas four builting devices to block copying the right of the program, would fail when it tried to match this with the program, out the original disc.

lok, has also developed a fingerdisc so that a software house
print using a laser edged mark
oo the disc to foil any copy
being made. But this, according
to ESI, involves reducing some

according to the system.

The system is already in use in more than 100 hotels in continental Europe, Nixdorf claims. More on 01-570 1888.

Computers

Database

PRECESION Software has set up a new consumer division to develop programs for the Commodore 64 range of computers. Its principal product is Superbase 64 an information control system.

The company's consumer division has already signed up a network of six UK distributors for Superbase includ-ing Sottsel and Lightning Records. More details from Procision in London on 01-330

How to take smoke out of furniture fires

stored oo microfilm with elec- electronic filing, library opera-

storage.

SIX YEAR PROGRAMME TO PREVENT TOXIC GASES

The association wants to interfere chemically with the

reaction that occurs when foam burns. This is so that harmless

rather than noxious products

company associated with London's Queen Mary College,

is doing the work on the asso-ciation's behalf. The company will take a share in selling over-

seas any technical expensise that

GMC Industrial Research, a

BRITAIN'S furniture industry turers' Association, a trade

may be twe years away from group with 110 members, is perfecting a oew production technique that could safeguard householders' lives in fires.

Association, a trade matery group with 110 members, is group with 110 members, is 200,000 research programme that aims to reduce the dangers.

storage.

According to Dr C. V. Ravi, S150 per gigabyte (thonsand million characters). In round terms, this works out at about 30 pages of text per U.S. cent.

There are several earlier installations in the U.S. and elsewhere. At Lawrence Livermore Laboratories in California, for example, about 2m drawings are

storage.

According to Dr C. V. Ravi, O.5 seconds. A single line of lays terminals, users can extract single line of lays terminals users can extract single line of lays terminals, users can extract single line of lays terminals users can extract single line of lays t

Isocyanate reacts further to produce the smoke and toxic gases which often cause deaths. Research have suppressed the formation of isocynanate by adding erganic acids such as polycarboxylie acid. Instead of producing clonds of gases, the reaction leaves a solid char.

made in the first place.

The workers now want to find

When polyurethane feam during the manufacturing proburns, the main products are cess. In the production of poly- duce polyurethane which it is polyol and isocyanate. These are the two principal chemicals from which the material is obsence of air and then squirted in high-security prisons, is clad on to a moving belt.

At this point they produce a swollen "loaf" of foam up to additives, two metres high. The foam Workers at QMC Industrial comes eff the belt in a continuous stream and can be cut inte pietes later.

The research en reducing the toxicity of the combustion products bas occurred alongside other studies to decrease the The workers now want to find ease with which polyurethane a way of adding these acids will burn.

Furniture makers can prowith special fire-resistant coverings or contains particular

Most polyurethane that forms part of mass-produced furniture will combust only if ignited with a powerful source such as a burning waste-paper basket. By law, furniture sold in

Britain has to resist smoldering such as that due to a cigarette litiated. end dropped onto a seat cover. A payment command is

in the world, owned by Gelsco, manually through a bankers' a U.S. based computing services payment. The system has been under-

subscribing to the service have two months. NatWest is one of a computer terminal on their the first UK clearers to offer premises—possibly in the treasurer's effice through which although all the Big Four have electronic payments can be incash management services with automated navment capacity. automated payment capacity.

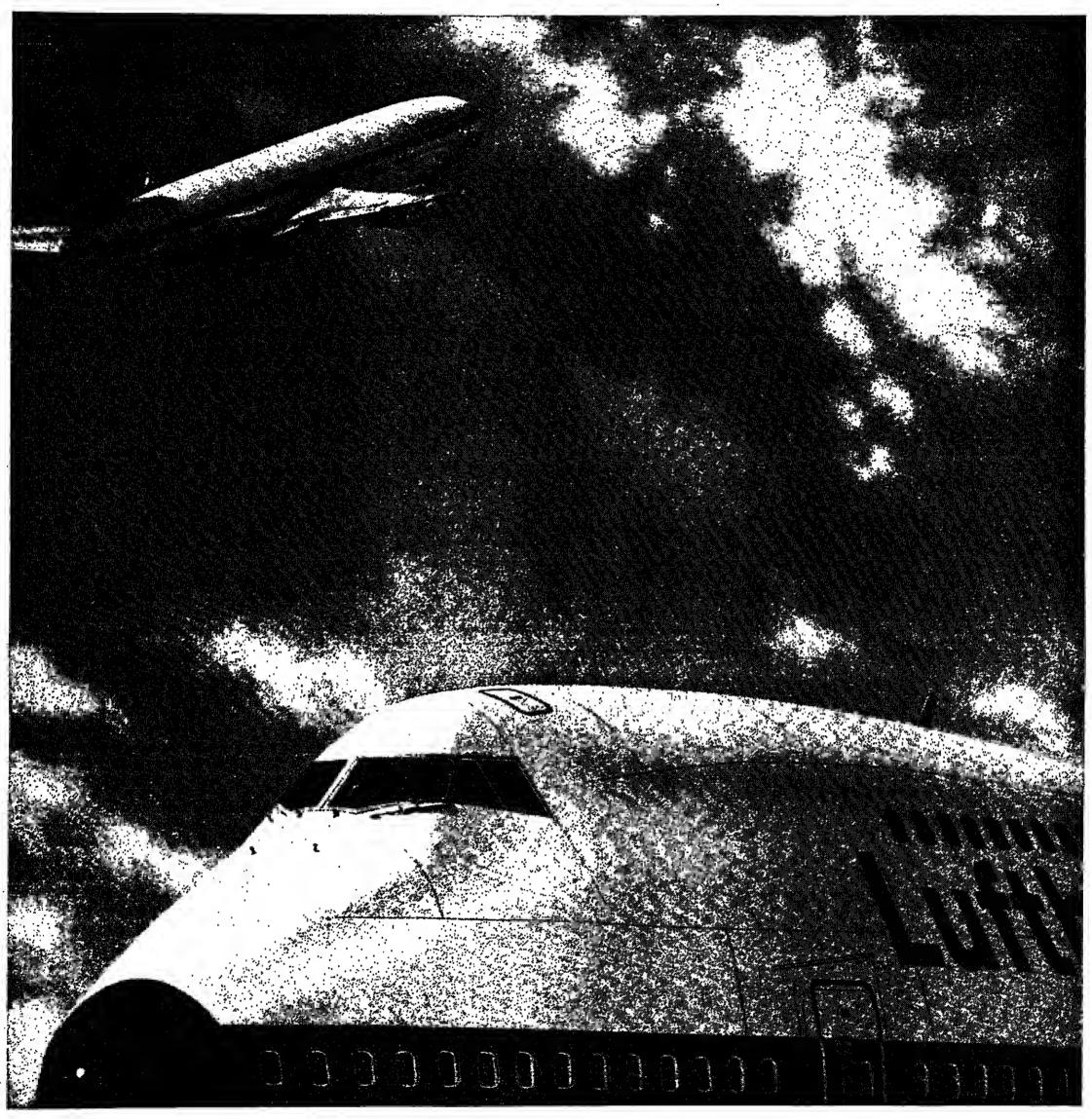
OU CAR HAVETHIS MUCH IN DOCKLANDS,

For the price of a broom-cupboard in the City you can have a whole office in Docklands. For the price of a few offices in the City you can have a whole office building in Docklands. And in Docklands you're surrounded by water, not a sea of bowlers and

brollies. Telephone 01-515 6000 for more details. You'll not only get more rooms for your money, you'll get more room. **London Docklands** Why move to the middle of nowhere, when you can move to the middle of London?

"When I have a choice I choose Lufthansa."

This is an authentic passenger statement.





Britain delays £1.5bn gas deal with Norway

BY IAN HARGREAVES AND RICHARD JOHNS

PROVISIONAL terms for a gas allowed to underpay for UK gas bedeal worth more than £1.5bn a year have been agreed between British Gas and Statoil, the Norwegian state oil company.

Approval of the deal, however, is being held up in Whitehall because of UK Government worries that the import of up to 5bo therms of gas a year from the Sleipner field could discourage UK offshore production, with serious effects both for tax revenues and British suppliers.

The Treasury, it is understood, has suggested that one way to compensate for the negative effects of Sleipner imports would be to allow, for the first time, gas from the UK continental shelf to be exported to the European Continent.

This would require an Anglo-Continental pipeline and, by linking the UK, the largest gas consumer in Western Europe, to the Continental grid, it would have a dramatic impact upon the European gas mar-ket.

The most immediate effect would of declining imports from the Norbe to give UK gas producers extra wegian Frigg field and that it will bargaining strength in negotiating still, in a growing market, require

cause it has no effective competition as a purchaser. British Gas is strongly opposed to lifting export

The terms of the Sleipner deal remain obscure, but are thought to involve a price of 30p to 32p a therm (or \$4.26 - \$4.54 per million BTU) at current exchange rates, compared with the 22p to 23p concluded last year for smaller UK contracts.

The Sleipner price would still be lower than the \$5.28 per million BTU set as the base price for higher quality Statfjord gas in a 1982 deal between Statoil and Ruhrgas of

West Germany. Sleipner's total reserves are put 7 trillion (million million) cubic feet, which would allow the field to supply from the mid-1990s about 5bn therms a year of gas, equiva lent to about one quarter of Britisb

Gas's supply needs.

British Gas's argument is that it needs Sleipner gas to take the place contracts with British Gas, which all the gas likely to be available the oil companies argue has been from the UK Continental shelf.

Executives take over Hoverspeed

BY HAZEL DUFFY AND ANDREW FISHER

A TRANSFER of ownership of the they believed "there is a reasonable English Channel bovercraft compa-ny Hoverspeed to a group of its directors and executives was an-

nounced yesterday. The former joint owners, British Rail and the Swedish shipping group Brostoms, have disposed of the whole of their investment. The transfer of shares and debenture stock bas taken place for a nominal

The company has six bovercraft operating between Dover, Calais and Boulogne. It employs 600 staff, rising to 900 in the summer. It carried about 2m passengers and 250,000

It plans to increase capacity this the recent financial difficulties of summer, and the new owners said Brostroms.

prospect that trading operations in the year to October 31 1984 will gen-erate a positive cash flow of £1m."

The new owners said that the combined losses incurred by the previous owners had been reduced significantly in the year to October 1983 and its cash position had slightly improved.

Hoverspeed was formed in 1981 from the merger of British Rail's Seaspeed subsidiary and the Swedish-owned Hoverlioyd. It lost cam in its first year and has had problems caused by its reservations system, the failure of a French hover-craft to meet desired standards, and

Honda to make UK motorcycle plant study

By John Griffiths

HONDA confirmed yesterday that it is to proceed with a feasibility study for a UK motorcycle plant, according to Renter and Kyodo newsagency reports from

Mr Tadashi Kume, Honda's nresident, said the study would begin after an agreement was signed in March committing Austin Rover, the BL division, and Honda to joint production of a new executive car.

Mr Rume gave no further details of what type of motorcycle tion was envisaged.

Honda's confirmation that it is prepared to go ahead with the study, first mentioned to the Industry Secretary a year ago, could be seen as a political move.

The company hardly needs the capacity: all the Japanese motor-cycle makers have been forced to cut back their output sharply as the result of over-optimistic sales forecasts. In 1982, the last full year for which figures are available, the Japanese makers planned to produce 10m ma-chines, but were left with heavy stocks worldwide even after cutting back to 7.4m.

Motorcycle makers have re-ceived signals from Europe ex-ports must be moderated. The EEC Commission has given an informal warning that Honda, Yamaha, Suzuki and Kawasaki could face unilateral action by some European countries still with a motorcycle industry, notably France, West Germany and

Honda already has two Euro-peau plants. One is in Belgium, producing 50cc machines, the other in Italy making 125cc models. But their output is small compared with the total number of built-up imports to Europe. The Belgian plant received 42,200 kits for assembly in 1982 - a big drop on the 68,000 of n year pre-viously. The Italian plant received 9,500, down from 14,000. In the same period, 681,293 built-up machines were import-

The UK could be seen as n log-ical choice for Honda to set up a

Lynton McLain looks at the problems in store for the world's busiest airport

Heathrow needs room to move

beight of the holiday season that Aviation Authority in its subairliner traffic this year is set to ex- mission on airline competition policeed the Government's proposed Cylimit of 275,000 aircraft movements for next year when the fourth term- starts its Heathrow to Bellast ser-

cast in the 1970s have proved to be in reverse at Heathrow, causing the airport to run out of runway capaci-

The British Airports Authority. which runs Heathrow, is so concerned about the impending chaos that it wants a government limit placed on UK domestic flights al-lowed to use the airport "to permit continued growth of international

UK airlines wanting to start ser-

PASSENGERS using London's vices in competition with establish-Heathrow Airport this summer ed carriers such as British Airways may have to embark and disembark are being hit by the problem. "It is in the cargo area or the uncomplet- an inescapable fact that both ed fourth terminal because the airport is expecting to handle more overrising capacity constraints
passengers and aircraft than it was built for.

Heathrow and Garwick are facing overrising capacity constraints which do not permit a completely free competitive environment in the The airport will be so husy at the south east," the BAA told the Civil

British Midlano Airways (BMA) vice in compention with British Air-Heathrow is already the world's ways on March 26, but it has been busiest international airport, with a offered take-off and arrival times total 28.7m passengers last year. varying from those it chose by be-The new problems have arisen be-tween 10 minutes and two hours. cause patterns of air transport fore- British Airways currently has unlimited "slots" for its Shuttle service according to BMA.

Genair, a small independent airline providing feeder services from the regions to the south-east's airports, applied for unlimited frequencies for its Blackpool to Heathrow service over 10 years. It was licensed for only two flights a day over two years. The earliest slot it was offered for this summer for arrival at Heathrow was 25 hours after the requested time.

These problems highlight the changes since the 1970s, when the trend was towards bigger jumbo airliners and each jumbo carried more passengers than previous airliners. Airport authorities planned on the basis of fewer aircraft movements, but more passengers.

The reverse has happened at Heathrow. The average passenger load on aircraft using the airport has fallen since 1981, but the numbers of passengers bas increased, reflecting the growth in the number of smaller airliners using the air-

scheduling committee, which arranges aircraft movements, show an increase of almost 10 per cent in airliner traffic this summer compared with summer 1983. Airline movements at Heathrow for the whole of last year rose hy only 3.6 per cent over the previous year. The change arises from a return

to growth after the recession, the development of new feeder services and increased competition on UK This is in line with the more lib-

eral approach of the CAA and the Government towards licensing the

lysts that, with only modest borrow-

ing expected in the final two months, the PSBR will undershoot

The Treasury claims the January

figure is "consistent" with its target,

but hroker Simon & Coates predict-

The Bank of England said yester-

day that sterling M3 grew by 0.6 per cent in the banking month to mid-

under threat. Total air traffic this winter and summer is expected to rise to be-

tween 277,000 and 287,000 movements, compared with 260,100 movements last year. The committee, made up of airline representatives, wants the Gov-

ernment to review its 1985 limits, in view of the forecasts for this summer which "demonstrate significant degree of saturation." The arrival and departure capacities of Heathrow this summer wil

be "saturated for seven and five hours of the day respectively," committee says. To reach this position, the committee had to ask airlines to make adjustments in their planned schedules of up to three Vehicle congestion in the central

area of the airport, serving the exexpected to be the limiting factor determining how many passengers can use the airport. "For the first time, the potential limit of 10,500 passengers an hour, associated with the threshold of vehicular congestion in the central area, has been

LancerBoss in parts deal with Komatsu

LANCERBOSS, the specialist UK fork-lift truck manufacturer, will begin importing partly finished Japanese lift trucks into Britain this

The company said it had signed deal with Komatsu and initially would be importing components for 300 machines.

The deal covers trucks of up to three tonnes lifting capacity. It will sharpen already stiff competition at this end of the market.

ft also opens the way for Japa-nese manufacturers to shore up their falling share of the UK truck market. LancerBoss would not put a price on the deal. It said Komatsu Forklift, the second biggest Japa-nese manufacturer, had agreed to distribute LancerBoss machines in

It is believed that LancerBoss will import Komatsu chassis, transmissions and engines, and add peri-pherals, including a cabin counter-

Airship Industries wins £1.5m JAL sale

AIRSHIP Industries has won its first commercial sale - a Skyship 500 to a subsidiary of Japan Air-

lines of £1.5m. Mr Nick Greenwood, the UK ventures marketing director, said yesterday. "We are past the bad news, and are over the delays. Things are

beginning to look very interesting."
The JAL sale marks Airship's second deal in Japan. In November last year, it leased a Skyship 500 to Denisu, Japan's largest advertising agency, in a deal worth £1.05m. This airship will provide aerial television coverage of the Olympic Games in Los Angeles this summer. The high cost of developing its Skyships – first the 500 series, and then the more sophisticated 600

series - and delays in winning an aerial work certificate, have led to n heavy drain of cash out of the company. In December last year, it admitted losses for the 14 months to March 31 1983 of £3.69m. • THE OFFICE of Health Econom-

ics, a London-based research group. said yesterday it had incorrectly interpreted government statistics on tranquilliser use. Last week, it said consumption in the UK fell by about 15 per cent in 1983. The comof anti-emetic drugs had been dropped in 1982 from the tranquil-

liser category.

The OHE said the real drop in use last year was closer to 4 per cent. Between 1976 and 1983, consumption had dropped by 19 per

 THE CITY of London office market is showing distinct signs of re-vival after two years of weak demand. Some estate agents are predicting rent increases of up to 10 per cent during 1984. Prime rents stand at about £31 a so ft which, together with property taxes, makes City of London office accommodation the most expensive in the

 THORN EMI Dynatel bas signed an agreement with C-Cor Electronics of Pennsylvania to manufacture and distribute the American company's range of cable television equipment in the UK and other European

The deal is an important addition to the British group's hardware and software capability in cable televi-

Thatcher firm on union ban at centre By Our Political Staff

THE GOVERNMENT announced resterday that there would be a full lebate in the House of Commons or its withdrawal of trade union rights at the secret radio monitoring station at Cheltenham (GCHQ). The debate will be on Monday week three days before the Government's oan comes into effect

Mrs Margaret Thatcher, the Prime Minister, yesterday made a determined defence of the ban, de spite suggestions for a compromise made on Wednesday by an all-party committee of MPs.

The major policy committee of the Council of Civil Service Unions yesterday decided that no concesons could be offered on two Whitehall proposals. These were that contact between the unions at Cheltenham and their national officers should be restricted, and that nonunion staff at the centre should have equal rights of representation.

PSBR reduced to within £10bn target

its target

BY PHILIP STEPHENS

A LARGE surplus on the Govern- forecast by most outside experts, ment's in January finances has cut and led to predictions by City anathe public sector borrowing requirement (PSBR) this financial year to £7.5bn, suggesting that the final outturn will be comfortably within the revised £10bn target for 1983-84. The improvement contributed to

an easing of upward pressure on the money supply, with the most ed yesterday that the PSBR for the closely watched measure, sterling whole year would total only £9.2bn. M3, moving under the 11 per cent ceiling on its target range.
In the first nine months of the fi-

nancial year the PSBR was £10.1bn, but the Treasury said yesterday that in the latest month the public sector had made net repayments of The repayment reflected expect-

which are traditionally beavy in the last months of the financial year, coupled with a slowdown in public

January - a considerable slowdown from the 1.3 per cent expansion in the previous month. The pause reflected a much smaller contribution to money growth from the public sector and ed seasonal inflows of tax revenues.

heavy net sales of gilts by the Government. It took the annual rise in sterling M3 since the start of the target period last February down to

10.7 per cent from 11 per cent in De-

None the less it was higher than cember. weight and lift masts.



900 series from £7,320 A more individual car

ALL SAABS GO FRO 0-60°IN 4 MINUTES.

Over the years, we've used our aircraft design skills to move quickly ahead in the automotive world.

For example, back in 1970 we pioneered the heated driver's seat. which goes from 0-60°F in around 4 minutes and soon reaches a comfortable 82°F.

It's been a standard feature on all our cars ever since, making them even more pleasant to drive, especially in winter.

On frosty mornings, Saab owners quickly warm to the unique heating and ventilation system too. It raises the temperature from -22°F to +68°F in less than 5 minutes. Front wheel drive is also standard to give Saabs better control in icy conditions. (60% of the

car's weight is over the driven wheels.) And just as the rigid cell protects the passengers, outside our bodywork is protected against salted roads by a series of primers,

anti-corrosion and anti-chip treatments, underseals, undercoats and top coats. With dull winter days in /mind, we also pioneered daytime running lights, headlamp wash/

wipes and self repairing bumpers. And although other manufacturers have kept close on our tail, many Saab innovations are still unique to the 900 range.

So ring our 24 hour hotline (062 84) 74427 and arrange a test drive. Whether it's heated or not, when you sit in the driver's seat and experience our exciting rally bred handling, it won't be many minutes before you become a Saab enthusiast too.

Back to square one-but with crucial differences

By Patrick Cockburn

west Beirut from the Lebanese Army, marked the end of an era which started with the Israeli invasion of June 6 1982. President Gemayel's authority is now confined to east Beirut and the narrow Ciristian enclave to the north. The attempt to set up a Lebanese state dominated by the Christians and closely allied to the U.S. and Israel has failed. The U.S. marines, the key symbol of American support, are being withdrawn.

A new balance of power is emerging, similar in some ways to Lebanon as it was before the Israeli invasion, but with certain crucial differences. Syria has reasserted its position as the predominant foreign power in nas reasserted its position as the predomnant foreign power in Lebanon. The Druze and Shia communities, each with its own heavily armed and well organised militia, now dominate Moslem politics in the country. The Palestine Liberation Organisation has gone.

Organisation has gone.

The Christians, and the Phalange Party which has come to dominate their politics, are licking their wounds. The last two years have been disastrous for them. The initial cuphoria which greeted the expulsion of the PLO by the Israelis is replaced by despair.

Christian hopes were based on the ossumption that they had a strategic long-term alliance with the U.S. The marines, based near Beirut Airport, and the sixth fleet offsbore were a

the sixth fleet offsbore were a symbol nf a new protectorate. In the hills above Beirut, Israeli troops and tanks looked solid allies.

The policies pursued by President Gemayel in his first six months in office assumed that the new balance of power in Lebanon was permanent. Little effort was made to concilliate the Moslem communities and members of the Phalange Party occupied key civil and military posts. Syria was

THE INSURRECTION of thoroughly alienated by the May February 6, the day when agreement between Israel and Moslem militiamen took over Lebanon and established the west Beirut from the Lebanese National Salvation Front as a National Salvation Front as a platform for the Lebanese

In the first six months of last year the Government seemed hlind to the consequences of these developments.

The destruction in April last year of the U.S. embassy on Beirut seafront was the first warning of the ruthlessness of the Syrian response to its

In this special six-page report FT Middle East experts report on the economy, on living conditions in Beirut. and on the new balance of power among the ethnic groups, Israel and Syria.

defeat the previous year, but the limited nature of Israeli and U.S. involvement in Lebanon only gradually became

Twn key events made plain the degree of foreign support upon which President Gemayel could rely. The withdrawal of the Israeli army from the hills overlooking Beirut back to the Awali in September showed that Israel had abandoned its bid to become the predominant power in Lebanon, The broader ambitions of General Ariel Sharon, the Israeli Defence

Syria, was inevitable once the Lebanese Forces—the militia of the Christian Community—were robbed of Israell support. In a few days the Druze, under Mr Walid Jumblatt, captured the town of Bhamdoun and linked up with the Syrian army.

The other key event last year was the failure of the U.S. to react against Syria or Syria's allies in retaliation for the suicide truck which killed 241 U.S. marines on October 23. The limits of U.S. involvement in Syria were exposed. It became clear that, in the immediate future, neither the U.S. nor Israel was prepared to fight a full scale conventional war with Syria.

The importance of these decisions is that it left Syria and its allies largely free to establish their predominance over most of Lebanon. Damascus bas said that it wants to avoid a war with Israel while it is strategically inferior. Confident that Israel will not fight, the Syrians are free to expand their influence.

After Saudi mediation bad ended the mountain war the Druze militiamen dominated the ridge line overlooking the capital. They and their Syrian backers controlled 400 guns and multiple rocket launchers in the mountains behind them. The only way their grip on the capital could be broken, if full scale foreign intervention was ruled out, was by building np the Lebanese Army. This was a main theme of American policy. Infantry and tank battalions were trained at speed and plans made to secure and expand government control over greater



Triumphant anti-government guerrillas after taking control of West Beirut last week. The insurrection marked the end of an era

tive if a political consensus was first created, This did not appear to be sufficiently appreciated by President Gemayel's Government or in

Washington. Washington.

At the heginning of this month a military initiative by President Gemayel was expected, starting with an attempt to close the Chouaifete Gap—the tongue of territory linking the Druze in the mountains to the Independent Shia enclave in the southern suburbs of Beirut.

and some units of the army de- and administration in favour of fected. In a single day of fighting West Beirut fell to the

As a nation state Lebanon no longer exists. The east and north of the country is held by the Syrians, part of the mountains and two thirds of the capital by Moslem militias, the Christian enclave by the Phalange and the army and the south by the Israelis. The political reality of Lebanon is now a mosaic of armed communities and it is to these, not the and it is to these, not the nation, that ultimate loyalty is given. Any modus vivendi in Lebanon needs to recognise this

The old six to five distribution of posts within the Government

Christians no longer has any relation to the balance power within Lebanon. The Shla are now the largest and most powerful sect, the Sunni have less influence, the Druze are in total control of their part of the mountain. Equally significant there is no state machine within which to share power. President Gemayel admitted to bold-ing only 10-15 per cent of Lebanon even before be lost West Beirut.

It is significant that Syria and



Otherwise diplomatic moves will missinn, in and around Beirut.

Some such move is also long. needed if there is to be any In chance in the future of arresting and reversing the economic decay of Lebanon. Standards of living have dropped since the start of the civil war in 1975, mucb of the money entering the country is in the form of remittances from the 300,000

Lebanese banks leading to a sharp rise in the public debt.

The closure of the schools and the institutions of higher

education for an extended period means an inevitable drain of skilled and well educated Lebanese going abroad. Party would be to understand They bave little enough reason the lessons of the last six to stay. Industry is at a stand-still and Lebanon is no longer they may be. Neither the U.S. a single market supplied from nor Israel will intervene in

the National Salvation Front is of any real authority is out of their enemies. A sense of selfnot asking for President the question for the moment. A preservation alone should dicmost important need is for a real ceasefire to be agreed and, if possible, policed by the UN. If the U.S. talks to the Syrians.

The Israeli position is some-Otherwise diplomatic moves will be overtaken by incidents escalating into fullscale war. This will be possible only if the Syrians ask the Soviet itically damaging casualties. In Union not to use its veto at the seenrity council opposing the seenrity council opposing the form all-out war with Syria use of UN troops, if they can be found for such a dangerous yith adaptive the second to the se ister is nnt expected tn last

In any case the Israelis have achieved the main objective of their 1982 invasion, The PLO is no longer a political force in Lebanon. The Syrian triumph is one with strict limitations and Damascus would find it diffi-cult, if not impossible, to abremittances from the 300,000 sorb Lebanon. Its victory has Lebanese who work abroad out hopes of Mr Menachem Begin, is little aid and the weapons for the then Israeli Prime Minister, the army were paid for in cash. and general Ariel Sparon, and general Ariel Sparon, To fund itself the Government of the borrowed from the 91 would gain a friendly Christianrun state on their northern borders bave long disappeared but Syria also knows that it would lose a war with Israel.

Within Lebanon the most positive step by President Gemayel and the Phalange Beirut.

If anything is to be done then the initial aims should be very modest. A national Government modest, A national Government modest.



BYBLOS BANK SAL

CAPITAL: 154.000.000 LL FULLY PAID

Overseas Presence





BYBLOS BANK'S.A.L. (Licensed Deposit Taker) Tel:606.88.33-606.72.91 Tlx:893344 BYBLOA G-893434 BYBEXA G

BRUSSELS



BYBLOS BANK BELGIUM SA (affiliated to Byblos Group) Tix:63461 BARAF B-62617/62618 BARFEX B

PARIS



BANQUE BYBLOS FRANCE (affiliated to Byblos Group) Tel: 563.10.01 Tix:640865 BYBLOS F-640895 BYFOREX F

In Lebanon

Head Office in Beirut -Tel:805325-805100-417830/1/2 Telex: 23246 - 20860 BYBANK LE: 20415 - 20468 BYBEX LE

Branches: Hamra-Verdun Badaro - Dora - Furn-el-Chebbak - Bourj Hammoud Achrafieh-Jittawi - Achrafieh-Sassine · Saifi - Antelias - Jounieh - Jbeil · Aamchit - Batroun Tripoli - Kosho - Chteura - Saïda





 \mathbb{R}

Ę

1

 \mathbb{B}

N

K

LEBANON is planning its reconstruction with around £ Sterling 9 Billion to be invested over a period of 9 years.

LEBANON can rely for the realization of these plans on its commercial traditions and BANKS.

RIFBANK S.A.L.

OFFERS

- * A complete range of banking services
- Assistance in locating suitable investment opportunities
- * Introduction to potential Lebanese business partners
- Help in negotiating export finance
- * Cover of your foreign exchange risk

You are invited to get in contact with our Senior Manager, Mr. ANTHONY MAW for any further information.

RIFBANK S.A.L. Kantari St. (Head Office) P.O.Box: 11-5727 Beirut / Lebanon

Tel.: 362495/9

368961/4

Major shareholders:

THE NATIONAL BANK OF KUWAIT SAK, & INVESTMENT CO. SAK,

BANK AL-MADINA

Capital: L.L. 60.000.000 Fully Paid-B.L.: 105 - C.R.B: 46164

All Banking Transactions

Head Office:

Bank Al-Madina Bldg., Hamra

P.O. Bnx: 113-7221 Beirut-Lebanon

Tel: 348302/3/4/5-372479/1-806590/4 Tix: 41066 LE Cable: BANKAM

Branch to be Opened

New Jdeideh

Branches under Consideration:

Tripoli, Nnrth Lebanon

Chiah, Mount Lebanon Sidon, South Lebanon

I.E.G

Authorised and paid up capital L£25 500 000

ONE OF THE OLDEST IN THE ARAB WORLD

ALL CLASSES OF INSURANCE AND REINSURANCE

HEAD OFFICE: ARABIA HOUSE, PHOENICIA STREET, BEIRUT

Telegraphic Address: "ARABIACO" Telex: 21016 LE & 40060 LE

Telephone: 363610 P.O. Box 11-2172

COUNTRY CITY

Company Limited

PO BOX | TELEX

Syndicated Loans and Foreign Exchange

S. A. L.

Telex: RIFBAN 20742 LE

THE COMMERCIAL BANK OF KUWAIT S.A.K., KUWAIT FOREIGN TRADING CONTRACTING KUWAIT INVESTMENT CO. SAK, COMMERZBANK A.G.

THE CRISIS IN LEBANON

Twenty five years in the life of a tragic nation

AMERICAN marines first stormed asbore in Beirut en July 15, 1958, the day after a revolution had overthrown the monarchy in Iraq. They were called in by then Presi-dent Camille Chamoun to put

dent Camille Chamoun to put
down an nprising inspired, it
was said, by Syria and Egypt
which then formed the
United Arab Republic.
The U.S. said it had intervened to preserve "the independence and integrity of
Lebanon which we deem vital
to the national interest and
world peace." When the
marines withdrew on October
26, political stability had
been re-established and
Beirnt increasingly won a
reputation for being the banking centre and nlayground of
the Middle East.
But by the early 1970s, the
political, economic and social
tensions of the country were
deepening, exacerbated by

deepening, exacerbated by the presence of Palestizian guerrilla fighters. In 1975 the civil war erupted and in 1976

Syria infervened militarily on the side of the Christian Maronite community which looked to be faring possible defeat

An uneasy military stability returned ont with the PLO becoming a state within a state and using south Lebanon to launch attacks on Israel, it was not to last. Israel invaded in March, 1978, to push the PLO guerrillas backfrom the border and caused a flood of refugees to bead north to Beirut.

north to Beitut.

In June 1982, Israel invaded again to spark off the present crists. The U.S. marines returned in Angust and September 1982.

It was 13 months later that a suicide truck driver deton-

quarters killing 241.

Last week President Reagan announced that be was to withdraw the marines, but this time there was still little sign of any long-term political stability.



Lebanese refugees on the move after the 1978 Israeli invasion

Patrick Cockburn examines the grim prospects for a fragmented country

Economy runs into a blockade

The economic situation was bad in 1982 before the Israeli invasion. The national income is estimated to bave dropped by se estimated to have dropped by 20 per cent since 1974, the last year of normality before the start of the civil war. There was a brief resurgence in the first six months of President Amin Gemayel's Administration but in the months since the

economy has nosedived.

This is hardly surprising.

Greater Beirut, where half the population of Lebanon normally lives, is suffering from an is remarkable that anything is economic blockade. As a market being produced at all.

Lebanon is now fragmented.

The Bekaa Valley, indeed the whole east of the reasonable degree of security country, is served by were to return but Lebanon's country, is served by only one mountain road which winds through the Syrian lines and in winter is often blocked

Israel is increasingly supply-ing south Lebanon behind the Awali River, For several whelmingly filled with foreign months at the end of last year goods. President Gemayel's cars and commercial vehicles Government has had some cars and commercial vehicles Government has had some took six or seven days to pass success in clamping down on the checkpoint on the bridge the smuggling into illegal ports north of Sidon. Transportation up and down the Lebanese costs have increased 200 per coast which used to prevent cent according in a report by tariffs protecting local indus-

Industrial area is at centre of fighting

takes place within Greater Belrut. The industrial area to the south of the airport at Chouaifete provided some 40 per cent of the country's industrial exports. It is now at the centre of much of the fighting and production is minimal; it is remarkable that anything is being produced at all.

industrial capacity has been badiy hit since the civil war. Textiles, garments, leather. shoes, furniture have been pro-gressively run down and today the shops in Belrut are over-

Sidon Chamber of Commerce try.

and Industry.

Goods from Beirut can get tn living would have been worse tripoli, Lebanon's second largest city, but bere again not coincided with the oil boom

"THE ECONOMIC system is dissolving," said an economist in Beirut as he examined the consequences of the last six months of fighting. "If present conditions continue for another two or three months we will suffer ruption of economic activity from unemployment and bank-ruptcies on a mass scale,"

The economic situation was trade is disrupted by the fighting. The war between the proposition in the rest of the Arab world. Lebanon was robbed of its ability in benefit fully from this, but the remittances of the country out of a labour force of 1m became a principle by the fighting. The war between the propositions are in the rest of the Arab world. Lebanon was robbed of its ability in benefit fully from this, but the remittances of the country out of a labour force of 1m became a principle structure of the economy amounting to perhaps 40 per cent of the national income. cent of the national income.

Total remittances, including the repatriation of Lebanese businesses working in the Gulf, were about \$2bn in 1981 but they are slipping as the fall in the price of oil makes itself felt in the oil states. This year remittances may be down to around \$1.2bu, further reducing consumer demand. Remittances for investment purposes has almost dried up.

Although job and business opportunities may be diminishing in the Gulf the chronic and dangerous insecurity of the last six months is leading to a further exodus of Lebanese. Entrepreneurs and those with high technical qualifications now have little expectation of their political future improving. Those with capital have no incentive to invest.

Palestinians, in particular. have been leaving when they can find anywhere to go. Many of this 350,000-strong community, highly educated and a major source of remittances flowing into Lebanon, has been to live since the Israeli inva-sion. The economy also benefited from the spending of the Palestine Liberation Organ-isation which ran its own wel-

fare system in the camps.

91 banks affected by dire state of the economy

the country less and less attrac-tive to returning Lebanese emigrants. In addition to the emigrants. In addition to the chronic insecurity the country's infrastructure, never very advanced, has deteriorated markedly in nine years. Roads were always appalling, the telephone system bad and the education system deteriorating compared to other Mediterranean states. To this is now added only six hours of elecadded only six hours of elec-tricity a day and an 8 pm cur-

few.

The dire state of the economy the 91 banks in Lebanon. Many loans are clearly uncollectable and there is little borrowing for investment. The last big real estate deal was the sale of the Moscow Narodny Bank early

last year.
Ironically, the inability of the banks to find prime borrowers in the private sector has benefited the Government. With very low tax and customs revenues it has relied primarily on borrowing from its own banks to fund its expenditure. The public debt has risen from L£2.4bn in 1978 to L£2.3bn

Most of this borrowing is in

With steadler oil prices, the form of short-dated Trea-remittances flowing into Lebanon may increase again but the chronic insecurity makes to rely on them to fund its expenditure. But the banks are beginning to reach the limit of what they have available to lend the Government and real problems will begin in nine

The Government needs to borrow these sums because of the steep increase in its military spending. The army is being wholly re-equipped and expanded. Payment of the 37,000 troops in Lebanese pounds is not a problem but some \$1.2bn was spent last year for new equipment, most of it purchased in the U.S. Another Sibn will be spent this year in foreign currency and then the figure will drop to well below

It is a matter of concern to the Government that it has failed to get extensive credits or grants from the U.S. administration to cover these sales. Further fighting will increase the above figures. The three weeks war last September cost \$220m in ammunition alone.

There is little aid from other sources. Even if there was a political settlement acceptable to the other Arab states, aid from the Gulf would be limited because of the fall in oil

This lack of funds and the This lack of funds and the insecurity means that little active work is being done to implement reconstruction plans. Mr Rafik Harit's company is continuing its remaining its work in the old commercial quarter of Beirut which was horned out in the civil war. As burned out in the civil war. As its fine streets recemerge from the rubble they form pleasant contrast to the tattiness of much of the rest of Beirut.

Other schemes must wait, like everything else in the economy, for some political equilibrium to emerge. This does not have to be a final settlement but the Lebanese, no matter how inured to violence, do need a minimum of security to do any productive work.

The continuation of the

The communion of the present political impasse will mean that Lebanon will revert to a level of skills and occupations typical of much of the Third World. The educated will move elsewhere to work and to educate their children and the loss of this human capital will not be reversible.

The key statistics

Area: 10,400 sq km/3,950 sq

Population: est. 3.5m with over 1m in Beirut.

Confessional breakdown (estimated): Maronites 900,000; 250,000; 150,000; Orthodox Greek Catholics 1,100,000; Shi'ites 750,000; Sunnis Druzes 200,000; Armenians 175,000; other Christians 50,000.

Military Forces in Lebanon Lebanese Army-Nominally 37,000 strong but reduced by

United Nations Interim Force in Lebanon (UNIFIL) — 5,310 strong composed of Norwegian, Swedish, Dutch, French, Ghanaian, Senegalese, Irish, Fijian, Italian and Finnish troops, deployed since 1978 Israeli invasion in border zone.

Lebanese Forces (Maronite) -10.000-15,000 strong loyal to the Gemayel family, under command of Fadi Frem.

Progressive Socialist Party/ Druzes Forces-5,000 strong led by the Jumblatt family.

Amal (Shi'lte)-10,000 strong plus unknown number of reservists under Nabih Berri.

of the late Sa'ad Haddad—1,500 strong Israeli surrogate force backed by small auxiliary groups locally recruited in Israeli-occupled areas.

Source: Minority Rights Group



The inability of the banks to find prime borrowers has benefited the Government, the Central Bank of Lebanon

Willis Faber (Middle East) S.A.L.

INSURANCE BROKERS AND UNDERWRITERS INTRA INVESTMENT CO. BLDG. ABDEL AZIZ STREET TELEPHONE 340848. R.C.B. 29933. CABLE WILLIS. TELEX 21378 P.O. BOX 11 9555 BEIRUT

Chairman & General Manager: Georges Assouad

ويليس قابر (الشرق الأوسط) ش . م . ل . وسطاء ومكتتبو تأمين بناء شركة انترا للاستثمار _شارع عبد العزيز تلغون ٢٤٠٨٤٨ ـ س . ت . ب ٢٩٩٣٢ ـ برقيا : ويليس ـ تلكس : ٢٩٣٧٨ من . ب ۱۹۵۹ ـ ۱۱ ـ بيوت

BRANCH OFFICES COUNTRY CITY PO BOX |TELEX Marka Irbid 17085 745 Manama Bahrain 868 Kuwala Kuwait

Arabia Insurance

Saudi Arabîa Riyad 5] 202263 10 22370 I 400829 Jeddah Dammam 2114 847 625 185 400829 602090 SJ 661 129 SJ 670436 SJ 670436 BN 8548 Hofouf lubeil 54 1575 KT 44941 Al-Taef Al-Medina Al Mounawarah 11-3568 LE 21016 Beirut Lebanon 2963 SJ 470290 TLE 40060 224 Tripoli MB 3140 MB 7661 Sultanate Muscat 771 DH 4791 of Oman Salalan 18919 Qatar 6352 1050 DB 45901 Sharjah DB 45901 UAE Dubai Abu-Dhabi Al-Ain EM 23717 EM 23717 867 1216

THE CRISIS IN LEBANON



Beirut as the playground of the Middle East



Israeli troops head towards Beirut again



Moslem guerrillas in the second civil war



Nora Boustany reports on the strain of life in Beirut

The hour by hour battle for survival

AN ORDINARY life has become a luxury, if not an impossibility, in Beirut.

Anxieties, danger and fear of death leave one with little time to waste Surgival is a paraettal concern to

little time to waste. Survival is a perpetual concern to some, a habitual challenge to others.

'I can now fall

asleep to the

sound of gunfire.

that disturbs me'

—a Beirut resident

When a hig crisis sets in, with international dimensions and a

total breakdown of law and order, concern about immediate

comfort, food, gasoline and other supplies becomes para-

mount. "Everyone is living hour by hour," said Tammam Salam,

head of the Moslem Magassed Charity Organisation and son of the former Prime Minister,

Long queues for petrol, and lines in front of bakeries, con-

- Director

- Director

- Director

It is the silence

Terrible visions of car bombs and persistent tension from baphazard shelling is part of the
furniture cluttering the minds
of most Lebanese. Rushing to
a shelter, basement or corridor
at the first thud of rockets or
mortars has become a reflex

News reports from five radio stations every 15 minutes blare out of each home, each car, shop or street trader stand. Nobody can shut himself off from the broadcasts, equivalent by Lebanese standards to weather bulletins.

The hum of power generators buzzes in every other boutique, office, ice-cream pariour or beauty salon. Noise is an in-convenience with which one learns to live. Direct physical hardships have become part of

one's normal setting.
"I can now fall asleep to the sound of gunfire—it is the silence that disturbs me. When et is quiet you can't help but worry about the next event. When it is happening you learn how to block it out," said a

Beirut resident. Most psychologists agree that people can stand stress and strain for a while, but here in Beirut the emotional reservoir for adjustment is wearing thin.

A leading Lebanese psychia-trist, Dr Abdel Rahman Labban, says that there is more self-medication now. Sedatives, sleeping pills and across-willed. Though alcoholism bas never heen a problem in Lebanese society, drinking has become more frequent and is used as a

tranquiliser, he adds.
What is often referred to as the "resilience" of the Lebanese is more of a cliche than a reality these days, comments a former insurance sales-

therapy.
Following a night of shellmood of cynicism and helpless resignation to adversity. It is about a Lebanese resident who ing, Jalaeddine Fawwaz, an engineer and contractor, said he went to see a fortune teller in 1975, when Lebanon's night-mare of warfare and conflict stayed up working on the pric-ing of a new bid. The manager of a computer training centre in West Belrut says that some employees are constantly on the

verge of collapse especially following bouts of fighting—
"but there are those who

become over-efficient. I think they believe they are super-human, there is no in between."

"Disaster. There will be battles with the Syrians, and the Israelis will push into South Lebanon," she prophesised.

unnleasant. The Christians will fight among one another, a conflict will begin between Shi'ites and Palestinian guerrillas."

"The year after?"

"Don't hold your breath—there will be car bombs galore, diplomats will be kidnapped and assassinated."

"Um—and in 1982?"

Israeli invasion, a young President will die tragically. Hundreds will massacred!"

shattered, the Syrians will fight the Palesimlans."

"Aha—don't worry. By then
my friend, you will get used to
all this," she assured him.
Such humour is a way of

alleviation the tension. When an 8 pm to 6 am shootwhen an 8 pm to 6 am snootto-kill curfew was imposed on
Beirut, it threw people into deep
depression. The outlet of
socialising, visiting friends,
going to restaurants, or just
taking walks for the lesspriveleged, was taken away.
Power rationing, hecause of Power rationing, hecause of their physical safety, but by damaged cables from the con-saving others," observes a doctor

 Chairman, General Manager Vice-Chairman, vision, no video and no reading The more passive repress light, unless you could afford their anxieties which then find Director Director a generator.

Batteries, rc-chargeable neon - Director

well as gas lamps became essen-tial consumer items. An anec-developed with increasingly disdote on the curfew is often told: appointing political initiatives, a policeman, standing at a civilians are in need of checkpoint, shot at a passing psychological care.

motorist at 7.45 pm.

"Psychosomatic effects are increasing. Heartdisease, gasare 15 more minutes," reproved the disturbances and ulcers are unother security officer.

The policeman replied: "I generations now." he adds. know where that man lives. By Daily claims of imminent recon-

This joke has had mixed re- tog influence. views. It makes some people laugh, but one woman, walting fessional classes, alienation for her husband to return from within one's own sect or among

now quite used to Beirut's un-predictable barrages and dare-devil driving.

"Walking through the streets of Beirut is like playing Russian roulette," says a Lebanese store-owner who keeps his family in

There is one differenc you do not control the trigger." Ghassan Chahin says he travels back and forth to Cyprus when he can, provided the air-

port is open. So far, banks, service-orlented husinesses and even certain schools have managed to remain open by decentralizing

and expanding into several branches in and outside the capital, thus eliminating the chances of inaccessibility.

The most stole and courageous Lebanese are the many rescue workers and ambulance drivers

working for the Red Cross or for civil defense outfits. Hisham Siblini, a girl of only 17, says she has no time for fear: "You think of only one thing-getting to your destina-

tion and saving as many people as you can." as you can."
At least 21 young rescue
workers have been killed over the past year. There now remains little respect for human life or relief activity bere. An enormously high number of teenagers and university

students are enlisting.

university

Some employees are constantly on the verge of collapse, but others become almost superhuman. There is no in-between. -Beirut businessman

"These young men and women are 'driven.' They believe they can best escape death by not worrying about Cniro Mnin Branch: working in the emergency wards

expression through other channels. Dr Labhan observed

ciliation and dramatic visits by statesmen have lost their scoth-To the educated and pro-

others has made psychological survival much more stronuous.

A tug-of-war between the sectarian and national self-concept bas engendered edginess and a general sense of melalical policies of the sectarian and national self-concept bas engendered edginess and a general sense of self-concept bas edginess and a general sense of self-concept

"Victims who cannot sub-

wires," according to Dr Labban. Polarisation, suspicion and

Even well-red ideologues are drawn into violent acts, even though immoral, to ease their tension, Lebanon appears trapped in a contest of aggres-sion. The use of force has become an acceptable norm to put an end to Lebanon's pro-longed nightmare. Aggression has become one of Lebanon's

BANQUE DU LIBAN ET D'OUTRE-MER S.A.L.

BANK OF LEBANON AND OVERSEAS

LICENSED DEPOSIT TAKER

Bartlett House, 9/12 Basinghall Street London EC2V 5BJ

Telephone: 01-606 9021 (10 lines) Telex: 893457/886596 LIBANK

SERVICES OFFERED INCLUDE:—

- Current and Deposit Accounts in all major currencies.
- Euro-currency time deposits.
- Foreign exchange.
- Loans, Property Finance and other advances.
- Letters of credit-opening, confirming and negotiating.
- Letters of guarantee.

HEAD OFFICE:

Abdul Aziz Street, Hamra, P.O.B. 11-1912 Beirut -- Lebanon Tel: 346290/7 Telex: 20740 LE

30 other branches in: LEBANON — U.A.E. — SULTANATE OF OMAN

SISTER BANKS

BANQUE DE L'ORIENT ARABE ET D'OUTRE MER (BANORABE) S.A.F.

10, Rue de la Paix - 75002 Paris, France Tel: 2618300-2617454 Telex: 211401 F BANOPAR

BANQUE UNIE POUR L'ORIENT ARABE (BANORIENT) S.A.S.

Case Postale 963 - CH 1211 Geneva 3, Switzerland Tel: 022/213922 Telex: 427378 BANO CII

UNION DE BANQUES EN COTE D'IVOIRE (BANAFRIQUE) S.A.I. Residence Nabil, Av. General de Gaulle 01 B.P. 4132 Abidjan 01 Ivory Coast

List of Banks 80 R.C.B. 13578

Jallad Building, Riad Solh Street, P.O. Box 11-5640 and 11-6168, Beirut, Lebanon Cable Address: "JAMIBK BEIRUT" Tel: 292340/7 (8 lines) Telex: JAMIBK 20854 LE JAMMAL 20939 LE JAMTBK 23192 LE

LOCAL BRANCHES IN LEBANON: Ouza'i Branch (Beirut):

Nawaf Shreif Building, Ouza'i Beirut, Lebanon

Beirut (Head Office):
Jallad Building, Riad Soih Street
PO Box 11-5640 & 11-5168
Beirut, Lehanon
Cable Address: "JAMIBK BEIRUT"
Tel: 292340/7 (8 Lines)
Telex: JAMIBK 20854 LE/
JAMMAL 20939 LE/JAMTBK 23192 LE

REPRESENTATIVE OFFICES ABROAD:

13/14 Haoover Street, London W1R 9PJ, England Cable Address: "JAMIBK LONDON" Tel: 01-493 3834/7 (4 Lines)

Telex: JAMIBK 24149 G/JAMTBK 298138 G

Verdun Branch (Beirut): Jammal Building, Verdun Street
PO Box 5750/13, Chouran
Beirut, Lebanon
Czble Address: "JAMIBK VERDUN"
Tel: 803404/803267/807380/807675/
807676/807677/805702/805703
Telex: JAMTBK 22930 LE

Bourj Al-Borcjneh Branch (Beirut): Gbazi Wehhe Building Bourj Al-Barajneh, Al-Mreijeh Beirut, Lebanon Tel: 271301/389109

Ghazieh Branch (Lebanon): Al-Ra'i Building New Industrial Zone, Saida, Lebanon Tel: 771323

4 Ahmed Pasha Street, Garden City PO Box 436, Ataoa, Cairo, EAR Tel: 28260/29518/27260 Cable Address: "TRUST JAMI" Telex: JAMBK 93046 UN

Real Estate for Development & Investment Co. Sol (1991)

Co. SAL (1981)
Jammal Building, Verdun Street
PO Fox 11-5640 & 11-6168

Beirut, Lebanon Cable Address: "JAMIBK BEIRUT" Tel: 807677/307675 Telex: JAMIBK 20854 LE

JAMMAL 20939 LE/JAMTBK 22192 LE

Tel: 830179/830102/830134 Ghobeiry Branch (Beirut): Nebme Building, Boulevard Al-Shiah PO Box 144/25, Beirut, Lebanon ahle Address: "JAMIBK GEOBEIRY"
Tel: 276557/274656/270292/385740
Telex: JAMIBK 410005 LE

Snida Branch (Lebnnon): Jammal Trust Bank Building Riad Solh Street

PO Box 3, Saida, Lebanon Tel: 720464/720465 Telex: JAMBIK 20971 LE Tripoli Branch (Lebanon):

Abdul Hamid Karame Square PO Box 399, Tripoli, Lebanon Cable Address: "JAMIBK TRIPOLI" Tel: 621229/621230 Telex: JAMIBK 40762 LE

BRANCHES ABROAD:

Alexandria Branch: 15 Mahmoud Azmi Street Alexandria, EAR PO Box 1065 Tel: 809640 Telex: TRUST 54585 UN

Daher Center, Abdul Aziz Street Hamra, PO Box 5340/113 Hamra, PO Box 5340/113
Beirut, Lebanon
Cable Adoress: "JAMIBK HAMRA"
Tel: 340606/340607/343609/
340250/346251
Telex: JAMTBK 23319 LE/
JAMIBK 343077 LE

Hamra Branch (Beirut):

Dora Branch (Beirut): Georges Hakim Building Boulevard Dora, PO Box 90509 Jdeldeh, Beirut, Lebanon Cable Address: "JAMIBK DORA" Tel: 260937/262935/262936 Telex: JAMIBK 23454 LE

Ture Branch (Lebunon): City Square PO Box 100, Tyre, Lebanon Tel: 741160/741161

Ba'albek Branch (Lebanon): Ali Jaafar Building Ba'albek, Lehanon

Tnlaat Hurb Branch (Cairo):
8 Talaat Harb Street, Cairo, EAR
Tel: 749866/753824/753603
Telex: JTB 92650 UN
Heliopolis Branch:
PO Box 51, 15a El Ahram Street
Heliopolis, EAR
Tel: 696152/69687/696830
Cable: TRAPETCO

Cable: TRAPETCO BRANCHES UNDER ESTABLISHMENT:

AFFILIATED COMPANIES:

JTB Finance & Investment Trust Co. Ltd. (1982) 6/7 Pollen Street London W1R 9PJ, England Cable Address: "JAMIBK LONDON" Tel: 01-493 3834/7 (4 Lines) Tele: JAMIBK 24449 G

Maleminster Limited (1982) 6/7 Pollen Street London W1R 9PJ, England Cable Address: "JAMIEK LONDON" Tel: 01-493 3834/7 (4 Lines) Telex: JAMTBK 24449 G/

JAMTBK 298138 G JAMTBK 298138 G

Al-Mazr'a Branch (Beirut) Al-Nabatieh Branch (Lebanoo) Bah Al-Tebbaneh Branch (Tripoli)

Al Azbar Branch (EAR)



Saeb Salam.

Commercial Facilities Bank S.A.L.

Member of the Association of Banks in Lebanon List of Banks No. 104 - C.R. Beiret 46062 Capital: L.L. 50.000.000 Fully paid, owned by 211 Shareholders. Each share L.L. 100.

Board of Directors:

- Mr. Issam Munir Harb

- Mr. Issa Abdallah Bahman

- Mr. Abdel-Aziz Ibrahim Aba Hussein

- Mr. Moussa Mohammed Barakat - Mr. Adel Hussein Hamed Mr. Shawqi Youssef Sawaya

- Mr. Adel Abdel-Kader Barbir

— Mr. Edmond Abou Haidar Elias - Director Head Office and Main Branch: Monte Carlo Bldg., Abdul-Aziz St. Hamra Beirut - Lebanon Tel.: 351290 / 348360 - Telex: 42137 COFABK LE

> Cable: Bankfacil — P.O.Box: 13-5086 Expected future Branch in Beirut: Mandarine Bidg. Verdun St. Tel.: 817776 - Telex: 43256 COFABK LE

they are commonplace. Photo-across town. Diplomats, busi-graphs of the misfortunes of nessmen and journalists who others are buried inside news- have to venture out into the others are buried inside newspapers. The threshold of violence has become so high that it now takes truckbombs, not car bombs, and collapsed buildings and neighbourhoods to get on the front page.

A recent grim joke reflects a mood of cynicism and helpless mood of cynicism and helpless mused Perry Nolan, an Austratesignation to adversity. It is about a Lebanese resident who

"What is 1976 going to be

"And the next year?"
"It will improve somewhat, but politicians will be killed and things will collapse at the

'What about 1978?" "And in 1979?"

Calamity. The success of the Iranian revolution will have grave consequences for Lebanon."
"And then?"
"Oh, 1980 will certainly be

"There will be a massive

"Will there be a 1983?"
"Certainly, a fatal year. A
mountain war—Lehanon's last
chance for co-existence will be

The resident paused and won-dered whether there was any point in asking further. Then he tried for the last time. "Tell me quickly about 1984," he urged the fortune teller.

tinuous fighting around Beirut, plunged the area into darkness. of the American University of No electricity meant no tele-Beirut Hospital.

lights, candles, flashlights as that, in the last two years as

the time he gets there, it will he five past eight."

work, burst into tears upon

ness and a general sense of some malaise. People fel that they tion. are constantly being tested. "Have I said the right thing? Do I seem neutral enough? are nagging questions."

scribe to a neat arrangement along demographic or con-fessional lines have to work their way through social barbed

most feared escape mechanisms

JAMMAL TRUST BANK S.A.L.

Authorised and fully paid Capital LL 40,000,000



GENERAL MANAGEMENT

THE CRISIS IN LEBANON

Patrick Cockburn and Stewart Dalby discuss the five major ethnic groups on this and the following page

Why the Druze are in confident mood

IN THE mountains to the east Prime Minister Rashid Karami, hitterly about this but there of Beirut the Druze community only has real influence because was little the Druze could do to separate state over the last six men. months. The Christian militiahave fled. In the thick, green forests which cover the sides of some of the mountains the blackened ruins of Christian villages are inhabited only by

rillages are innabited only by Druze fighters.

The Druze also suffered losses in the war. Their wounded may have numbered as many as 1,500 say diplomats. The town of Aley on the ridge line overlooking Beirut has suffered heavily from sustained artillers bombardment. The large township of Chouaifete on the southern outskirts of the capital is largely Druze and a strategic point which Druze and the Lebanese army battled to

But despite the casualties and material damage the Druze community is in a confident mood. It is more united than ever, it is closely allied and heavily supported hy Syria and it is io a position to defy its enemies. To many people's surprise Mr Walid Jumblatt has made himelf paramount leader of the Druze, occupying an even stronger position than his father whom he succeeded on his assassination in 1977.

It is a measure of the degree to which Mr Jumhlatt has seized the initiative that there can be neither peace nor war in Lebanon without him. It is he and his Syrian backers who control the 400 guns and multiple rocket launchers in the hills above the capital. They can close the airport or hombard the U.S. marine hase

Yet Jumhlatt is not the Syrian puppet his enemies often portray. He is clearly dependent on them for arms and back up but the Syrians also need him hadly. They cannot do without hlm. The Druze were the key through which Syria raturned to its position of predominance in Lehanon. The withered in the civil war.

National Salvation Front, to Druze did not fight against the Israeli tanks sween.

UNTIL THE Israeli invasion of 1982 the Palestine Liberation Organisation was the strongest military force in Lebanon after the Syrians. It controlled west

Beirut and parts of the south. For the 425,000 Palestinians in Lehanon the PLO provided pro-tection and the camps organised

The departure of the PLO

from Beirut after a prolonged siege in 1982 left the Palestinians hereft of such protection. Their need for it became

immediately apparent when the Lehanese Forces—the Christian militia—massacred over 900 Palestinians in Sabra and

Chatilla camps in south Beirut.

balanced one Arab state against another. All his armed forces were in Syria or in parts of

velfare and benefits.

This resurgence of the Druze men who came in on the heels was born of desperation. They, of the Israelis were defeated like the Maronite Christians, last September and Christian used the mountains of Lebanon villagers, caught up in the rout, as a refuge against persecution have fied. In the thick, green for hundreds of years. Their religion, a secretive esoteric brand of Islam, bound their community closely together. Their sense of solidarity is

Less numerous than the Maronites or the Sunni they were still able to form part of the Lehanese ruling elite up to the 1975-76 civil war. Mr Kamal Jumblatt, Walid's father, was the leader of the opposition chalition of Moslems, leftists and PLO, called the National Movement, whose success was thwarted by Syria.

In many ways Walid is a more conventional figure than his father. By the time he was forced unwillingly to take over leadership of the Druze—the cadership is hereditary and has long been held hy the Jumblatt or the Arslan family—Lehanese politics had regressed even beneath the primitive levels of development existing before the development existing before the civil war. Confessional alle-

The rise and fall of

the Palestinians

was little the Druze could do to has created what amounts to a of the Druze and their militia- stop the Israelis. In any case they have always had links with Jerusalem and Druze fight in Israel's army—giving Mr Jum-blatt a useful diplomatic card to play the following year.

to play the following year.

The Druze had not played a significant military role in the civil war despite their political influence. Over 170 Christians were killed in 1977 after Ramal Jumblatt's assassination but there had been no sectarian massacres in the mountains since 1880. Now the Lebanese Forces—the Christian Militia—moved in.

moved in.

Almost immediately fighting began. Aley was taken back by the Druze in early 1983 hut the Israelis still had a strong presence in the mountains. The real offensive came only when Israel feli hack to the Awali River north of Siden. The Druge were ready to

to the Awali River north of Sidon. The Druze were ready to attack an enemy which continued to underestimate them.

After a few days fighting they assaulted and took the town of Bhamdoun. Its shattered shop fronts and hlasted buildings are evidence of the ferocity of the fighting. They thus linked up with the Syrian forces in the Bekaa Valley and Sofar. The Druze then swept south driving out Christian militiamen and villagers back to the town of villagers back to the town of Beir alQamar which they hlockaded. There were mas-sacres on both sides.

The subsequent attacks on the Lebanese army at Souq al Gharb were irrelevant to their success. They failed to take the town but the army also failed to close the so-called Chouaifete Gap. This is a vital tongue of Davie towitches. Druze territory which stretches down the mountainside and links the Druze to the Shia en-clave in the southern suhurbs.

Whatever happens the Druze mini-state is unlikely to he dissolved for many years. Along with other groups in Lebanon, after nine years fighting the Druze feel the need for physical safety within a single territorial entity. They are not numerous enough, however, to Constructive politics had create their own national state withered in the civil war. and in the long term their interests are in recreating some which Jumblatt helongs, against the Israeli tanks sweep form of central authority which together with such Lehanese ing through their mountains to can stop violence heing the notables as former President cut the road linking Belrut to main form of political expressuleiman Franjieh and former Damascus. The PLO later spoke sion in Lebanou.



Wazzan: he resigned as Prim Minister .

lacking

THE SUNNI Meslem community in Lebanon were among the main losers in the Israeli invasion of 1982. They lost their main political and military ally with the departure of the Palestine Liberation Organisation. They were faced with Israeli rule in Sidon, predominantly Christian rule in Beirut and tian rule in Beirut and anarchy in Tripoli—their three main centres.

In the days since the PLO's departure, it has proved dif-ficult for the Sunni to adapt

Lebanese Moslems has therefur been made by the Druze and the Shia over the last year. The Sunni establishent were the last Moslem leaders to sever their links with President Amin Gemayel. They still had a certain stake in the system in that Prime Minister of Lebanon has to be a Sunni but Gemayel provided little enough for them.

Adhesion

the adhesion of various Sunni leaders or at least their tacit support was vital for his future. They gave him at least an appearance of running a government which was not an extension of the Phalange Party. The resigna-tion of Mr Chafic al Wazzan, Prime Minister since 1980. was the moment when the regime began to fall apart.

It is not clear, at the time of writing, who will replace Mr Wazzau, but there is no Sunni leader similar to Mr Walid Jumbiatt in his control of the Druze nr Mr Nabh Berri among the Shia. Mr Saeb Salam—ageing pat-riarch of the Sunni and conduit for money dispensed to the Sunni by Saudi Arabia

Mr Rafik Hariri, the businessman and a close con-fidant of the Saudis, has become the interlocutor between the Saudis, the Syrians and the different Lebanese parties. A Sanni from Sidon, his in-fluence has steadily increased.

Karami remains powerful in Tripoli because of his tradi-tional position there and his links to Syria. He is a member

The uprising in west Beirut on February 6 owed a lot to Mr Wazzan's resignation, hnt on the streets it was notice-able how far the running was all made by Amal, the Shia militia, and the Druze. The Morabitous were little seen, unlike other Moslem groups they had an investment in power of the state and the effectiveness of state and cofficial matters.

The Sunnis make up 25 per

now look to Damaseus and accommodate themselves to what appears at the time of writing to be a Syrian triumph. Figures like Mr Selim al Hoss are expected to emerge as a new Prime Minister and the road to Damascus is likely to become well trodden.

is not only the lack of a single credible party or militia like Shia, Druze or Maronites but that the Shia are increasingly numerous in west Beirat. Areas that were once solidly Sunni now have posters of Shin heroes like



FOREIGN TRADE BANK

List of Banks No. 96 Capital L.L. 15,000,000 Fully Paid BEIRUT, LEBANON

HEADQUARTERS:

ACHRAFIEH

ADIB ISHAC STREET, FOREIGN TRADE BANK BLDG. Tel: 333-929, 332-883, 329-823 Telex: FTB 23340 LE P.O. Box 165-528 BEIRUT, LEBANON

BRANCHES

RAS BEIRUT

VERDUN STREET, SAMMAKIEH BLDG. Tel: 354-215, 354-239, 350-980

RABYA

Telex: FTB 23502 LE

DEIR EL KAMAR

STREET No. 31 Tel: 413-660, 414-830, 414-887

Next to ANTOINE GERMANOS PHARMACY Tel: 505-375



GEFINOR INVESTMENT LIMITED

AN INVESTMENT BANKING AND MANAGEMENT COMPANY Has its own investments and manages the investments of the following Holding Companies and affiliates:

Gefinor Holding S.A. – Luxembourg

Arab Investment Company S.A. – Luxembourg
Gefinor Real Estate N.V. – Netherlands Antilles

• Gefinor Securities S.A. – Luxembourg • General Investment Company S.A.L. - Lebanon

BETRUT GEFINOR INVESTMENT MANAGEMENT CO SAL

Tel: (961) 366 250/1 Teles: 20722 GEFIN LE

CH-1207, G

Tel: (41-32) 35 66 93 or 35 64 46 Tel: (33-1) 367 5804 or 267 5826

LORIDON
GEFINOR INVESTMENT MANAGEMENT
COSAL (London Branch)
Gefinor House
180 Charles Surces

Capital: L.L. 20.000.000 entièrement verse - R.C.B. No. 314 Liste des Banques No. 8

DIRECTION GENERALE

Télex: 20 834 LE

SUCCURSALES:

Place Sassine - Achrafieh Beyrouth Imm. Société Bancaire du Liban SAL B.P.: 165 192 Tel.: 215 660

Tél.: 817 150

Télex: 20 825 LE - 21 647 LE - 22 138 LE

ACHRAFIEH - BEYROUTH JDEIDEH

Société Bancaire du Liban sal

SIEGE SOCIAL

Place Unesco - Verdun Beyrouth lmm. Kojok B.P.: 110 435

en formation



Arafat: rejected co-operation

"The main pre-occupation of Palestinians in Lebanon is surwith Syria vival," says a Palestinian observer in Beirut. Many have departed either with Mr Yassir Arafat or have not been able to "Arafat seems to have lost his sense of reality," said a diplo-mat at the time, "is he living in a dream world?"

return from jobs in Saudi Arabia or the Guif. The camps Arafat succeeded in getting the worst of both worlds. He are largely populated hy women, children and old men. did not reach agreement with King Hussein but he mortally Fears of renewed massacres offended the Syrians. At the same time, anger was growing in Fatah against Arafat and his have not died. Palestinians have been killed around Ein

have been killed around Ein al-Helwe camp in Sidon. Many others, perhaps 140,000, are considered to be in Lehanon illegally by the Government. They are liable to arrest and expulsion. This has made it very difficult to obtain jobs even when they were available in Beirut and elsewhere. entourage.

To the fighters who had wintered in the rain-soaked Bekaa
Valley, many of them guilty
that they had left Palesanian
civilians to die in Chatilla,
Arafat's ambiguities were not enough. An attempt to change the PLO commanders in the Bekaa

The defeat of 1982 was comvalley sparked off the mutiny.
Arafat's relations with the
Syrians deteriorated. He rejected the idea that he should
become a figurehead leader of a pounded by mutiny within Fatah the following May. Led hy Abu Mousa, a respected colonel hased in the Bekaa valley, the must eers, clearly PLO more closely under the con-trol of Damascus. Eventually he and his main aides were exand encouraged by Syria, demanded fundamental reforms within the PLO and a harder line against talks with pelled from Syria and returned to the new PLO headquarters in King Hussein on the Reagan plan.
The split came in part because Mr Yassir Arafat, chairman of PLO, refused to recognise what had happened in Betrut as a defeat. He had lost his independent political hase from which he had for so long halanced one Arah state against

Arafat and his followers were clearly defeated hut his opponents were unable to build on the discontent felt among Palestinians in Lebaron and the rest of the Arab world. Ahu Mousa and Aou Saleh appeared to heat the beck and call of Damascus.

This loss of credibility was made all the worse when after Arafat had returned to Tripok Lebanon — the north and the Bekan — controlled by the Syrian army.

Despite this he rejected a coin August, the rebels began to move against him. The last operation agreement with the loyalists were shepherded out of Syriaus, talked with their archenemy King Russein and toyed
with the Reagan plan which
President Assad had denounced. Ahmed Jabril of the Popular

with the Reagan plan which
President Assad had denounced.

Front for the Liberation of Palestine attacked the camps of Nahr al Basid and Beddawi near Tripoli. near Tripoli.

Arefat was suddenly at the centre of world events once again. Television crews traunted the street outside his office. The rebels and their Syrian supporters had succeeded in propelling him back into centre stage. When he finally sailed out of Tripoli the rebels had little political credibility left.

Yet their original policies were not unrealistic. If the PLO is seriously thinking of fighting Israel, as it says it is, then it is never going to do it by itself. The only Arab state likely to fight the Israelis is Syria and therefore it seems logical to accept political reality and form an alliance with the Syrians. The rebels clearly lost at

Tripoli but how much did Arafat really gain? He immedi-Aratat ready gain? He immediately went to see President Muharak. This alienated the neutral leaders like George Habash who remained in Damascus. Once again Arafat appeared to be the opportunist making up his lines as he went along. along.

Arafat is a guerrilla leader

Arafat is a guerrilla leader without an army anywhere near Israel. His base in Tunis is far from the centre of Middle East politics. He still remains the symbol of Palestine but the power to take decisions on Palestine and the Palestinians Palestine and the Palestinians has reverted to the Arah states, where it was hefore the 1967

war.

Jordan, Egypt, Syria, Libya and Saudi Arabia are all taking part of the authority which once belonged to the PLO. In Lehanon the rebels can make little impact. It is not only that they are disliked by the Christians but they are unacceptable as allies to the Druze and the Shiah. It is difficult to see how the PLO in any form can ever resurrect itself within

Lebanon.

As a political community the Palestinians are now a meagre force in Lehanon. Many stay because they have nowhere else to go. Chatilla and Sahra were shelled by the Lebanese forces at the start of this month killing a few of the survivors of the 1982 massacre.

Arafat remains popular but hecause of their desperate need

hecause of their desperate need for protection Palestinians will look to Syria and its allies, However, in the politics of Lebanon



leadership

ficult for the Sunni to adapt to changed circumstances. They are without a strong or coherent leadership, they do not have a real territorial base in the sense that the Druze have Aley and the Chouf, and their militia is weak with corruption.

Yet for President Gemayel

and for long friendly to Gemayel—is today a some-what isolated figure.

In the north Mr Rashid

nf the National Salvation Front along with Mr Jumbiatt and Mr Suleiman Francisch.

Resignation

official military machinery which limited their desire for an autonomous militia force.

cent of the army. According to diplomats in Beirut, their Shift away from President Gemayel was vital to the change in his fortunes. The Sunni leaders must

The problem for the Sunni Imam Mouse Sadr.



Christian euphoria turns into despair

Christian community in Lebanon has shifted from euphoria to despair. The Israell invasion of 1982 seemed to

Disillusionment followed fast. Within days of his election as President Bashir Gemayel was dead, buried under the ruins of a party headquarters in Achrafieh in east Beirut. The American marings were ashore near the airport as part of the multinational force and the Israell tanks were positioned around Beirut but neither were tn prove dependable allies.

Protector

The Phalange Party, the militant backbone of the Christian community, found once again its hopes of securing a foreign protector were disappointed. The Israelis said ing a foreign protector were disappointed. The Israelis said steps the Lebanese Christian they had entered Lebanon to expel the Palestine Liberation Organisation. The then prime minister Menahem Begin and his Defence Minister General the Christians of the country in an Islamic sea whole country minister Menahem Begin and his Defence Minister General the Christians of the country impoverishment of the country in the country impoverishment of the country his Defence Minister General the Christians of east Beirut, make it difficult for the Ariel Sharon may have had Jounieh and up the coast to hopes of creating a friendly Byblos were within range of christian middle class to Christian state in Lebanon but Syrian and Druze artillery.

these ambitions peripheral to the

In the event, perhaps to the Israeli Government's surprise, the Syrians, the source, so the Christian Phalange Party The PLO was driven from argued, of ell Lebanon's calamiwarring factions. The Israelis then revealed that their alliance with the Christians was tactical not strategic and of limited use once the PLO was disposed of. The Lebanese Forces, the grouping of Christian militia-

men established by Bashir Gemayel, had entered the homelands of the Druze community in the Aley and Chouf Moun-tains on the heels of the Israeli army. Under Walid Jumblatt the Druze turned decisively to Syria and when the Israelis withdrew to the Awali the Christian militias were crusbed and Christian villagers driven from their homes perhaps never to return.



Gemayel: never entirely his own master

school because of the shellfire.

of Lebanon are not overrun the whole country faces a degree of

of the Copts in Egypt. The position of the Christian

communities in Lebanon has always been delicate. From the 7th century the Maronites and other Christians sought rafuge in the fortress-like mountains which rise between the Bekaa Valley and the Mediterranean. The decay of the Ottoman Empire, the use by the imperial powers of Christian communities as loyalist sentinels com-plicated their position at a time when Arab nationalism, both secular and Islamic, was on

National Pact of 1943 was an unwritten understanding, the basis for Lebanon's independence. The Christians renounced reliance on France, the Moslems the desire for union with other Arah states. Executive power and parliamentary representation was distributed on a six to five proportion favouring the Christians.

This understanding was

this year impoverishment which will realistic given the balance of its Beirut, make it difficult for the power in Lebanon and the coast to Christian middle class to Middle East in 1943 and for range of remain. Only all-out financial some years after. As the balance artillery, and military support from the changed the understanding was

U.S. can enable them to survive first strained and then broken as a potent community and not. Above all the Palestinians, as they have often feared, be better armed and organised reduced to the nolitical status than other communities, Above all the Palestinians, over the last two years the better armed and organised Phalange underestimated the iban oiner communities, appeared to Christians to be the real threat to the Lebanon they desired.

The Phalange Party, founded

in the 1930s by Pierre Gemayel, and modelled on the European fascist parties, encouraged the sense of racial identity among the Maronites and the a lesser the Maronites and the lesser extent the Greek Orthodox end other Christlan communities. The 1975-76 clvil war made the Phalange the strongest organisation among the Christians. Other Christian leaders like Camille Chamoun were either ousted or, like Suleiman Franjieh and his clansmen in the north, allied themselves with Syria.

Intransigence

In the context of Lebanese politics, the Phalange had the advantage of modernity but their view of Middle East and world politics had a 19th cen-tury flavour. Too small to stand alone against the antipathy of the Moslem communities they yet displayed an intransigence which was dangerous unless they could secure powerful

the strength of the forces arrayed against them.

The election of Beshir Gemayel and, after his assassi-nation, of his brother Amin in 1962 marked the crest of the wave for the Phalange Party. It has been down hill ever since. The Government relied on the alliance with the U.S. and to a lesser degree the Israelis. To the mass of Moslems the regime came to appear sectarian and uowilling to compromise. The first crack in confidence

It provoked the full weight of President Assad's animosity. President Assad's animosity. hamstrings President Gemayel.

"The Americans doomed Amin ensuring that he reaches no ability to compromise may lead femayel by persuading him to real accommodation with Syria sign this agreement," says one or the domestic opposition, and or the new Armenians of the females.

unwilling to get the Lebanese There is some recognition of soare power within what forces to withdraw from the this within the Christian com-remains of the Lebanesc state



Fadi Frem, commander of the Christian right wing forces militia addressing supporters outside his headquarters in Beirut

against the Government.

The first crack in confidence came when the U.S. embassy was blown up in April by a suicide bomb. "The protectors cannot protect themselves." of having a coherent strategy of their own since they were driven from the Chouf. Their May 17 Lebanese agreement tactic is to hope for Israell or with Israel was a challenge that Syria could not afford to evade. It provided the full weight of the first weight weight of the first weight weight of the first weight of the first weight of the first weight weight of the first weight w It is a dangerous strategy. It

sign this agreement," says one Christian observer.

The President has never been entirely his own master within his community.

He was either nnable or Jerusalem.

The President has never been entirely his own master within his community.

The President has never been munity vulnerable to attack that when you have power. When you do not it is sheer lunacy." says a diplomat of the refusal of the Phalangists to refusal of the new Armenians of the Middle East. "You behave like that when you have power.

When you do not it is sheer lunacy." says a diplomat of the refusal of the Phalangists to refusal of the Phalangists to refusal them to become the new Armenians of the Middle East. "You behave like that when you have power.

When you do not it is sheer lunacy." says a diplomat of the refusal of the Phalangists to refusal them to become the new Armenians of the Middle East. "You behave like that when you have power.

Chouf, thus uniting the Druze munity. The Greek Orthodax are machine,

Mr distancing themselves from the Nablh Berri, the leader of the strategy pursued by the Shia in much of Lebanon, found Phalange. Many maronites are his demands for reform and disillusioned by what they see as the Phalange's record of persisteot failure:

> Yet such second thoughts may come too late. The grim fact for the Lebanese Christians is that they have fewer atlies than the Palestinians whom they fought for so long to evict from

Suddenly the Shia community moves to centre stage

in Lebanese politics since the Lebanese the Shia of south according to local observers.

Israeli invasion is the rise of Beirut became used to migrat
The success of the Irani. Israeli invasion is the rise of the Shia community as a log to safer areas.

The south of Lebanon itself is political force, Any new balance of power in Lebanon must take this into account. A critical terrible and the local economy Gemayel and the Phalange dependent on remittances and the traditional fishing, tobacco Party over the last year was to underestimate the political and military strength of the Shia.

This new power has been demonstrated in the last two weeks by the insurrection led by Amal, the Shia political and political movements. Amal, the Shia political and military movement, which took militia and political movement, over west Beirut on February 6. Traditional families like the In a matter of hours soldiers of Asads and Himadehs remained the Sixth Brigade of the powerful. In the political Lebanese Army were cajoled into neutrality or overrun by allocated a very few jobs such as the speakership of Parliathe militiamen. Some were ment, for long held by Kamal al Druze or belonged to other Assad There was discrimination political movements but the at every level. key striking force came from

The Shia are the largest single community in Lebanon, perhaps numbering 1.2m people and with a very high birth rate. They are concentrated in the south of Lebanon, south Beirut and the Bekaa Valley. They are strong in all the politically critical areas. They have also in west Beirut itself in traditional Sunni areas.

The Shia have long been the poorest and least educated of the Lebanese communities. This was exacerbated by the Israeli bombing of south Lebanon in the early 1870s. A wave of Shia villagers came to the growing shanty towns of south Beirut where they were caught by the

#SODECO

WIAL EL DIB

#SINELFIL

#TRIPOLI

BEIT MERY

FURN CHEBBAK

Demones to be opened: Sada, Journal

Topoli (Beb Tebbenely and AzmiSki), Sableb.

invasion of 1978 killed 2,000 people and created 250,000 refugees most of them Shia.

Despite this deprivation, the It was slow to develop its own

Populism

Amal, led by Iman Mousa Sadr, first began to break this mould before the civil war. His organisation combined a populism with religious sentiment.

Mousa Sadr disappeared
mysteriously in Libya in 1978
and the leadership was taken over by Nabih Berrl, a lawyer.

The departure of the PLO in 1982 was an important factor in a new militancy. In the south Shla dislike of the Palestinians was rapidly replaced by antipathy to the Israelis. There were increasing nombers of guerrilia attacks including a

THE MOST important change civil war. Like many other of these attacks were by Shia,

The success of the Iranian revolution in 1979, and the emergence of revolutionary self confidence.

In the capital, Nabih and other Amal leaders like Akef Haidar, a former colonel in the Lebanese Army, did not join the National Salvation Front along with the Druze leader Walid Jumblatt. They had talks with President Gemayel. While opposing the May 17 agreement with Israel they did not want to become too dependent on the

Yet there was little sign that the Phalange Party or President Gemayel were prepared to make the political and social conces-sions necessary if Amal was to continue to go on supporting
the Government. Even during
the mountain war in September
the Amal leadership did not call
23 suicide truck bombings Amal the soldiers, to leave the army. This was a source of some bitterness to the Druze.

The southern suburbs of The southern swever, an Beirut were, however, an enclave. When autonomous enclave. When fully occupied they have a population of perhaps 650,000 though it is doubtful if they have contained anything like this number. Since the Israeli invasion the south of Beirut has a completely different city. It is more Arab and is very deprived. Within this area, however. Amal became the co-ordinating organisation.

guerrilia attacks including a spicide truck bomb in Tyre which killed 29 Israelis and 32 Amal was never tightly conLebanese in a security beadquarters last November. Most



Berri: moderate

by the blamed Americans. Hussein Moussawi, who runs militant offshoot of Amal in was an obvious candidate. His training camps were bombed by hoth Israells and French.

The identity of Islamic Jihad, a Front organisation which had claimed the suicide truck bombings, was never firmly pinned down. Other attacks were claimed by the same voice on a telephone including the assas-singuous of Malcolm Kerr, the President of the American University of Beirut. But even though it remains debatable the ultimate hand hehind these attacks was Syria, Iranian or Lebanese, the fanatacism of revolutionary Shiism

Vigilante groups

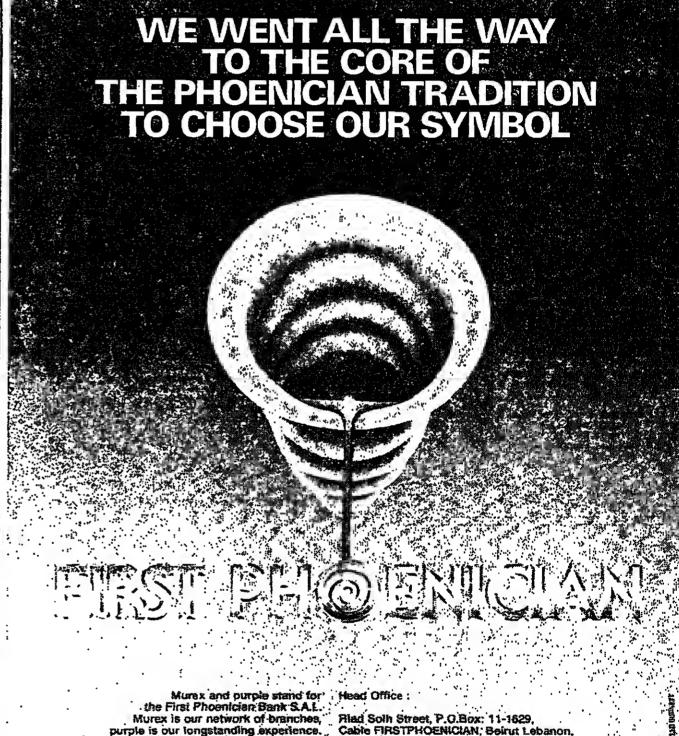
At the same time the differences between Amal's moderate leaders like Nabih Berri and more and more radical Presi continued to underestimate the Shia and rebuff Amal's hopes of an understanding. Just before Christmas, French troops abandoned three posts in the Palestinian camps of Sabra in south Beirut and the Lehanese Army and Amal fought for them. For the first time the army shelled the southern

Amal had become a stronger military organisation since the mountain war had opened up a tenuous supply route to south Beirut through the so-called Chouaifete Gap. Arms and Chousifete Gap. Arms and equipment poured in. The army and the Government contem plated an attack on the southern suburbs at various points but backed away from the idea. At the beginning of this month they came near to trying to close the supply route.

In fact it was the Shia who struck first. A sniping incident by the army led to the symbolic position of St Michael's church being overrun by Amal The army then made the fatal error nf beavily shelling the southern suburbs. There followed Berri's complete hreak with Gemayel, the army mutiny in west Beirut and the resignation of the

Somewhat to its own surprise most important force in Moslem politics in Beirut if not the whole of Lebanon.

What will it do with its new power? The Shia need a central Government to provide services and many of the benefits they have lacked for so long, but the uprising of February 6 appears to have given the coup de grace to a central Lebenese state of any real authority.



First Phoenician, Banking services keeping up the Tradition.

Telex ISTPHO 20793 LE, ISTPHO 40491 LE,

FIRST PHOENICIAN BANK S.A.I.

Keeping up the Tradition

بنا في العسامة العبر العسمال من ل Banque de l'Industrie et du Travail s.a.l. LIST OF BANKS No. 48 MEMBER OF THE LEBANESE BANKERS ASSOCIATION CAPITAL L.L. 40.000.000 FULLY PAID HEAD OFFICE: B IT BUILDING - RIAO SOLH STREET - P.O.BOX: 11-3946 BERUT - LEBANON TEL:297290/1/2_291935/6-TELG:BANKASNAF-TELEX:BANKAS 20698 LE **WIDELY EXPERIENCED** GEHEVA IN ALL BANKING ACTIVITIES LEBANON BANQUE OE L'INDUSTRIE ET DU TRAVAIL S.A.L. =RIAD SOLH 30, RUE DU RHONE, P.O.BOX: 411 =SAIFI 1211GENEVA3, SWITZERLAND **≖GEFINOR** TEL:212177-TELEX:427373 BIT CH MMAR ELIAS TELG:INDUSTRA-GENEVA **ASHRAFIEH**

SAUDI LEBANESE SANK FOR THE MIDDLE EAST S.A.

125. AVENUE DES CHAMPS-ELYSEES

TEL-720 21 15 - TELEX: A612777 F 新DBK.

75008 PARIS, FRANCE

TELG-NIDBANK-PARIS.

Weirut Ripad Bank, s.a.l IN THE CITY OF LONDON AND AT THE WEST END To be able to look after all our customers' banking requirements we have an office in the heart of the City and at the West End within easy reach of Oxford Street and Park Lane. Our full range of banking services is supported by a high degree of personalised service and we pay particular attention to Documentary Credit work, Import and Export transactions. The Beirut Riyad Bank s.a.l. is able to look after your requirements both in the U.K. and of course internationally. London Main Branch: Licensed Deposit Taker 9 Basinghall Street, London EC2V 5BJ Telephone 01-726 4471 (seven lines) 01-606 7847 (dealers) Telex: 8952831 BERIYA G West End Branch: 17e Curzon Street, London W1Y 7FE Telephone 01-493 8342/5 Weirut Ripad Bank

sen

Why Israel won't cut its losses and leave

THE LONG line of trucks wait- majority has left Israel in an ing to cross the Awali River southwards is the symbol of the Israeli occupation of Southern Its hopes Lebanon, more than a year and a half after the June 1982 invasion which was supposed to last 48 to 72 bours.

This big traffic bottleneck will soon be eased, the Israelis say, when work is completed on a new checkpoint where it will be possible to check up to eight

When it is operational it will be another giant and visible step in the evolution of Southern Lebanon into the "north bank," the phrase used to compare it with the West Bank of the Jordan, occupied for the past 17 years since being captured in the 1967 war.

Having chased out the PLO guerrillas, the original aim of the invasion and baving seen the collapse of the grander design of creating a pro-Israel Christian Government in Beirut, Israel is now stuck in Lebanon because it cannot see an When it is operational it will

because it cannot see an honourable way out.

The basic goal, the Israeli Government says, is to devise security arrangements in the South which will ensure that the Pales ir an guerrillas cannot return to launch raids or rocket attacks against the vil-lages in Northern Israel.

Mistakes

The plain fact of the matter is that israel has suffered far more casualties among its more casualties among its troops in Lebanon, over 560 dead and 3,000 wounded, than it ever did from the pinprick attacks on Israel by the PLO

But it is hard for politicians to admit their mistakes. Even though the architects of the invasion, Menahem Begin, Ariel Sbaron and General Rafael Erran, are now all out of office. their successors are still bound by some of their concepts, the most costly of which is an in-ability to cut their losses and

So today Israel has effectively partitioned Southern Lebanon. It controls an area of 2,800 sq km Inhabited by more than balf a million predominantly Muslim Lebanese.

Lebanese.
Its forces are stationed along
a line which begins just north
of Sidon, 60 km north of the
Israeli border, and only some
25 km south of the Lebanese
capital.

The winding front line runs inland for 115 km and places Israeli forces in direct confrontation with the Syrians in the

The failure of President Amin Gemayel to act up a balanced government which would give due expression to

unresolvable

Its hopes that the reconstituted Lebanese army wouln be able to move south to take over the policing role now being carried out by the Israeli forces have proved misplaced.

Similarly the attempt to create local militias which could effectively keep out the Palestinian guerrilles have foundered on the rising tide of bostility among the dominant Shility residents of the South Shi'ite residents of the South.

Because of these failures, and Jerusalem's declared opposition to relying on a United Nations force to protect its northern border, it now has no option but to keep its own troops in the South for a long time to come, or until there is a change of policy in Israel, which can probably only come after a change of government after a change of government in Jerusalem.

There is great similarity between the declarations of the Israeli Government during the past 18 months about Israel baving no territorial aspirations in Lebanon, and the protestations by the Government in 1967 that Israel was wilking the control of the contro to trade the occupied West Bank, Gaza Strip, Sinai and Golan Reights for peace.

Then Israel did not want to remain in the occupied terri-tories or take on responsibility for the million plus Arab residents. The same attitude prevailed in Lebanon for the first year after the invasion, with Jear after the livision, with Israel encouraging the residents of the south to reestablish communication with Beirut and at the same time boping that the Government there would resume responsibility for the south.



Prime Minister Ylizhak Shamir: still bound to some of his

The Israelis did not want to bave their presence in southern Lebanon evolve into a permament occupation, with the establishment of a proper militory government and a civil administration, as on the West Bank. But hecause the continuing control over the southern Lebanon region is the only lasting gain from the debacle of the 1982 invasion and

subsequent war, Israel is loath to relinquish it. Already the administration set up by the Israelis is following courses of action similar to those of the West Bank and Gaza Strip. The original move was the setting up of a unit to grant assistance to the civillan population. As on the West Bank, this was under the guise of a "civil" rather than "military" framework to ease the fears of the local people.

The brief of this unit was not to manage the lives of the people, but to give them advice and assistance to enable them to return to a normal way of life. The unit was not given a budget, and it organised and co-ordinated activities, rather than initiated or operated them.

Permanent

The temporary headquarters of this assistance unit in Sidon soon became perforce a more permanent centre as the various regions in sonthern Lebanon were subdivided into administrative zones and an army officer appointed to oversee civilian affairs. An entire network of civilian staff officers was set up, whose functions overlapped those of the parallel government offices.

As the situation now stands, it is almost identical to that of the military government on the West Bank and in Gaza, the Israeli administration Insists that the local municipalities submit their budgets and programmes for approval.

All licences for movement of goods and people are issued by the administration and the local courts, when they function, are obliged to submit all verdicts handed down to the staff officer in charge of legal affairs. Because of its hesitance about

beginning a permanent presence in southern Lebanon, Israel has not established any legal foundation to justify tak-ing control there. While on the one band disclaiming responsi-bility and pointing the finger to Beirut in answer to the inhabitant's complaints, Israel, control over every aspect of

In the event it became clear that peither Israel nor the U.S. along with 85 planes without are prepared for a full scale war loss to the Israeli airforce.

Bekaa Valley were wiped out averse to being dragged into a confrontation with either Israel or the U.S. in Lebanon. IN THE first week of the Israeli invasion in June 1982 Syria power in Lebanon, a position it had enjoyed since the civil war of 1975-76. Israeli tanks and the civil war of the bune of the first week of the June war of 1982 was reversed in the first few days of the Mountain War last September. It is now posof 1975-76. Israell tanks cut the Beirut to Damascus highway and siezed the southern end of sible to drive from Damasc Beirut, through Druze territory Israeli attack, President Hafez al-Assad has re-established his beld southern suburbs of the capital, without once entering Government-controlled terri-

Benefit

Syria bas clearly benefited from the mistakes of its opponents, but its position was always strong. Preventing Lebanon coming under the control of its enemies bas always been a key consideration. control of its enemies has always been a key consideration for Damascus. In the 1975-76 civil war, Syria entered Lebanon both to prevent the Maronites setting up an independent little state in opposition to a victory by the radical National Movement, grouping PLO, most Moslems and the left under the leadership of Mr Kamal Jumblatt. This in turn would probably have provoked an Israeli invasion six years in advance of the actual event. give them long term support.
The Government need not comWhen the invasion of 1982

promise with either its foreign or domestic opponents. At home Christian militiamen of the Lebanese forces had moved into the Druze homeland above ing it saw one tank brigade Beirut. The May 17 agreement largely destroyed and another ruled out any understanding with Syria.

Beirut army in a rew one tank brigade largely destroyed and another mauled. More important its anti-aircraft missile sites in the

Syria re-asserts its authority

A rebel soldier looks cautiously out of a devastated building in the St Michael's church area last week. Some of the heaviest fighting was in

loss to the Israeli airforce.

At the time, since world attention was focused on the drama of the siege of Beirut, too little attention was given to wbat had not happened. The Syrian army bad not heen destroyed or thrown out of Lebanon. Damascus still had some 40,000 men in the country. The strategic nightmare of the Syrian general staff had not been realised. If the Israelis took the whole Bekaa Valley then they could either attack Damascus immediately to the east or strike north towards Homs, Hama and Central Syria. The Syrian army had lost

Syria. The Syrian army bad lost important positions in hills to the south of the Bekaa Valley but it bad clung on to the politically and militarilly vital areas around Sofar and the Meth. Syrian forces were still not far from Beirut end could link up with their allies in the main mountain area.

main mountain area.

The Syrians were clearly shocked, bowever, by the failure of ao much of their Soviet equipment against the Israelis. They complained publicly and privately to Moscow and the Soviets responded by saying that the Syrians bad misused the tanks, anti-aircraft missiles and aircraft. Months of mistrust followed and at the end of 1982 President Assad went on of 1982 President Assad went on television to defend the performance of the T-72 tanks.

The knowledge in Moscow that the Soviet Union could not

afford to see its most important ally in the Middle East defeated ally in the Middle East defeated or humiliated improved rela-tions, Military equipment losses were made good. Long range Sam-5 missiles manned by Soviet crews were based in Syria. There was increased training and co-operation, but Moscow continues to emphasise that the 1980 Friendship and Cooperation Treaty applies only to Syria. There is no security

The new equipment or better training bas clearly bad some effect. The one American air

raid at the start of December lost two planes and the Israelis had a single plane shot down. Given that the 220,000 strong Syrian army bas no less than 40,000 men devoted to air defence this was an important change. The Syrian ground forces could no longer be attacked with impunity from the

Yet there are limits to the change in the strategic balance in Lebanon. The key fact is not that the Syrian army has improved but that for the moment the Israelis do not want to fight because of their political and economic crisis at bome They would still defeat Syria in a new war, though the Syrians are keen to demonstrate that they could only do so at the cost of heavy casualties.

Weakness

Another weakness of Syria is that, while Damascus "is very good at gathering cards, it is not so good at playing them," as one observer in Beirut put it. This was demonstrated during the split in the Palestine Liberation Organisation. The robels in Fatah led by Abu Musa and Abu Saleh were politically outman-Saleh were politically outman-oeuvred during their attack on the Arafat loyalists at Tripoli and showed themselves up as. Syrian stooges.

Arafat then went to see President Hosni Mubarak of Egypt giving him a return ticket to reenter Arab politics centre stage, The alignment linking Egypt, Arafat, Jordan and Iraq is a blow to Syria's authority within the Arab world.

It is not at all clear how

Syria intends to consolidate its position within Lebanon, even if this is possible. If it continues guarantee for Syrian forces in to give full backing to the Druze Lebanon. The Russians are and Shia communities then it



President Hafez al-Assad:

can ensure they will not be defeated by the Lebanese army. Syria can therefore thwart Pre sident Gemayel's attempts to in crease the area under his con

But to do this Syria also ensures that Lebanese are doomed to live in a country whose national sovereignty is reinforces the tendency for Lebanese to give their prime loyalties to archaic confessional mini-states, guarded by their own milities and subsidised by

foreign allies.

Any movo hy Syria to absorb Lebanon completely would clearly be resisted by Israel.

President Assad has therefore won a defensive victory but one difficult to consolidate.

It is too early to say how far the new Baghdad-Amman-Cairo-Arafat axis will develop but the likelihood is that Syria will adopt an even tougher line in Lebanon.

Patrick Cockburn

When it comes to reconstructing Lebanon one major international construction group is already thereand working.





The Samsun Line

Full liner/container service at three weekly intervals from Scandinavia/ North Continent/French Ports to Beirut

SAMSUN SHIPPING & TRANSPORTLID TO CORNINALL TERRACE REGENTS PARK LONDON NW 40P TEL: 01-498-2811 TELFY 291662/3-4-8813545-8612445/6-OF-G

The go-between

PROFILE: RAFIK HARIRI

the Bekaa Valley.
In the 18 months since the

old superiority in Lebanon. The

May 17 agreement between Lebanon and Israel arranged last

year by Mr George Shultz, the U.S. Secretary of State, has re-mained a dead letter. Syria and

Syrian allies bave established a

sort of slege around Beirut and

the Christian enclave to the

authority in so much of Lebanon has surprised many Lebanese. It

need not have done. With

40,000 troops in the country Syria will inevitably be the

major power in Lebanon unless Israel and the U.S. provide a

From the invasion until the end of 1983 the Christian community in Lebanon believed that Israel or the U.S. would

promise with either its foreign

or domestic opponents. At home Christian militiamen of the

The swift return of Syrian

AT THE centre of Lehanon's impossible puzzle of peacemaking is Lebanese multi-millionaire contractor Rafik Hariri, Bearer of a Saudi Arabian diplomatic passport, Mr Hariri is King Fabd's emissary and go-between among a plethora of incompatible combatants, ideologues and leaders in the maze of misery that Lebanon has become.
Usually, Lebanese business-

men thrive most when they have little or nothing to do with politics. People often wonder why Mr Hariri has burdened himself with the mind-twisting task of Lebanese politicking. "I just Lebanese politicking. "I just found myself in it," he says. Mr Hariri first distinguished himself as a "tycoon philanthropist" during Lebanon's nine years of war. His ambitious projects, Including generous contirbutions to charity, needy

students and empty municipality funds began during this period.
Hariri became a household name, bowever, in the aftermath of the Israeli invasion. In the autumn of 1982, be brought in construction machinery and in construction machinery and transportation equipment to clear the streets of rubble, collansed buildings and piles of garbage. He installed new city lights and planted palm trees along the acafront cornicbe, restoring to Beirut some of its lost

His drive to spruce up the capital and refurbish its ruined commercial downtown area was later adopted by the Saudi monarch. Hariri invested confidently in his country's future,

dently in his country's future, setting an example for other compatitots accumulating wealth in the diaspora.

The rise to fame began 19 years ago, when as a school teacher he left Lebanon for Saudi Arabia. After teaching arithmedic, he became an accountant, joined a contracting company and later founded his own. He made his name in the own. He made his name in the desert kingdom, when be out-bid regional and international contractors for the Intercon-tinental Hotel in Taif. He finished it in a record eight months and 15 days in time for an officially-sponsored con-ference. Advisers now estimate his wealth at some LE3bn

Slowly, Hariri branched out

from Saudi Arabia to France, England, Switzerland, West Germany and Lebanon, He owns the Luxembourg-based Mediterrancee Investors Group, an investment and holding "One can use the same tech nique in constructing a build-ing, a castle, a complex, a whole city or even a country. Quality, company that owns a number of banks and holds investments in real estate and banking in

SARL, located in Beirut is another major enterprise. In 1980, be established Oger In 1980, be established Oger Liban, a fully equipped con-atruction company with a staff of about 2,000 to keep up with privately funded development projects. These include the Kfar Falous Medical Teaching Center, the University of Saida Studies Center, a nursing school, primary schools and a vocational training institute.

Lebanon, Europe and the U.S. Mediterranee Group Serives,

Modest origins

Rafik Hariri comes from modest origins. His first lessons in hard work and the philosophy of success started when he was a little boy in Sidon, a fisherman's town south of Beirut. Harirl remembers from his childhood the aroma of orange blossoms, Sidon's juicy fruits and the glitter of the Mediter-ranean. He remembers a basic rule taught to him by his mother, Umm Rafik. "'He who work how to take and give back will share the world's riches."

to work at one of the many shops in Sidon's old Souk.
He was sent out every Sunday to get bis shoes polished at the row of sidewalk shoeshiners. "I would wait in a queue to have my shoes polished by Abu Ali, while his mates sat idle, squinting in the sun waiting for the occasional customer. He made four to five Lebanese pounds a day. His friends, how-

Forbidden to run around and play in the summers, Rafik went

ever, barely brought bome two pounds a day.
"His success mystified me, so I observed him. Abu Ali worked with a solemn face not bothering to smile or converse with his clientele. No matter how dirty or tattered the sboes, they dirty or tattered the sboes, they would come out as good as new Aby Ali worked with devotion

efficiently and offered the same reasonable price as his neigh-bours. He delivered his work rapidly and with dedication.

apeed, sincerity and perfection are the pillars of success. He has never forgotten Abu Ali or Umm Rafik's dictum,

"An individual cannot grow alone. He also needs the growth of his surroundings. I am part of the society I live in. By belping one student, I am really raising the standards of a whole family and the children it will

produce for the future."

Hariri's fortune and lack of interest in a political career won him the respect of Lebanon's conflicting parties. Having no personal motives, he emerged as Saudi Ambives, he emerged as Saudi Arabia's and Lebanon's prime candidate for a badly needed peacebroker. An expert on Saudi affairs notes: "Riyadh'a princes did not want to be visible in efforts to belp Lebanon at the expense of

angering Syria, a domineering and forceful Arab country. Rafik Hariri, who carries duel nationlaity solution." was the ideal The father of five sons, the eldest being 18, he is married to a woman whose mother comes from Sidon and father

is a Palestinian.
Still under 40 be bas at least six noted medals and awards. He was given the Save the Children award, only the third in 50 years, the King Faisal medal, previously only given to Saudi ministers or members of the royal family and the Legion d'Honneur, Chevalier, from France.

A deeply religious, Sunni Moslem though he insists be is without fanaticism, Hariri has carved out for himself a niche as one of Lebanon's, if not the region's most effective negotiators. His motivation is bumane.
"All the bellefa and ideologics and a buman conscience.

Nora Boustany

THE QUIET CONFIDENCE AL ITTIHAD AL WATANI **L'UNION NATIONALE**

Head Office: Tel.: 330840-330680-339060 - Telex: 20839 LE Achrafieh - Sioufi - POBox 1270 - Beirut, Lebanon

APPOINTMENTS

Senior changes at C. T. Bowring

C. T. BOWRING AND CO. has made the following appointed a director. Mr J. F. ments: At Bowring UK, Mr J. C. Wood and Mr P. A. Bouch have been appointed directors. Mr been appointed directors. Mr ments: At Bowring London. Mr N. J. B. Large has been appointed a director of Bowring London. Mr N. J. B. Large has been appointed chairman and Br J. A. Thomas have been appointed chairman of C. T. BOWRING AND CO. (INSURABLE executive of Bowring UK Marine Cargo. At Bowring Frofessional Indemnity, Mr W. H. Batchelor has been appointed a company. He succeeds have been appointed chairman and Mr J. W. F. Kemp religions on retiremant. Mr Batchelor will continue as a non-third executive. Mr H. M. J. Batchelor will continue as a non-third executive. Mr H. M. J. Bowring and Co., and a director of C. T. Rowring and Co., and a director of Winchester Bowring, and Insurance Brukers. In Bowring and Co., and a director of the new overall responsibility for sales, market ing and business development. Ing an been appointed chairman and Mr R. A. Ferguson chief execu-

LEGAL NOTICES

RAND LONDON COAL LIMITED (" RL COAL ")

Johannesburg, 17 February 1984, CENTRAL MERCHANT BANK LIMITED (Registered merchant Bank).

RAND LONDON COAL LIMITED

("R. COAL")

RESULTS OF MEETINGS

At the Stoheme and General Meetings of Rt. Coal"n Ordinary and Preference shareholders held an Tuesday 7 February 1884 Recelutions occaseary to Irupresent the Schemes of Arrangment ("the Schemes") between Rt. Coal subscriptions occaseary to Irupresent the Schemes of Arrangment ("the Schemes") between Rt. Coal subscriptions occaseary to Irupresent the Schemes of Arrangment ("the Schemes") between Rt. Coal subscriptions occaseary to Irupresent the Schemes of Arrangment ("Rand London") and its nubscriptions ("the Scheme and Corporation Limited ("Rand London") and its nubscriptions ("the Scheme were senetioned by the Supreme Court of South Africa (Witwesters and London becoming the holder of the Special Resolutions and Order of Court will have been registered by the Registrar of Companies, resulting in Rand London beaming the holder of the series issued shere cepital of Its Residency ("Tool Orders of Court will have been registered by the Registrar of Companies, resulting in Rand London will terminate at the close of Irusriang of Rt. Coal Orders and Preference and The Stock Exchange, London will terminate at the close of Irusriang of Rt. Coal Orders of Rend London to be Issued pussuant to the Scheme shereholders by Irusriang of St. Coal Orders of Company 1984. The Ratings of St. Rend London shere certificates in respect of Ordinary abserse filomed to Scheme shereholders by registered of the relevant Rt. Coal occureents of the offices of the Transfer Schemes absenced from the Irusriang St. Rend London shere certificates in respect of Ordinary abserse filomed to Scheme shereholders by the Registration Services Bourne House, 32 Bockahom Roed, Backehoman, Kent. Bits stru, United Kingdom, or an Wednesday. 28 February 1984, Anless of the Transfer Scheme shereholders by Scheme shareholders by Cheme shareholders body. Scheme shareholders by Cheme shareholders by Cheme sharehold

THACKERAY GALLERY, 18. Thackeray Sc., WS. 01-937 8883, JAMES GUNNELL and Mined Watercolour Emplottos, Until 2 March,

OREENJACK SHIPPING AGENCY (UK) has appointed and Africa where Bell and Howell A-V Lid is represented by independent distributors. He has been on the board of Bell and Howell A-V since 1976, Mr Michael G. Dickson has been appointed broadcast sales manager in the recantly-formed television systems division. Ha was

ger in the recamby-formed tele-vision systems division. Ha was previously managing director of Dell Technical Vehicles. Mr John Goddard bas moved from the cor-porate office of Bell and Howell, whare be was treasurer: Euro-pean region, to become European financial controller of the com-pany's A-V and Video division.

Mr B. J. Deole has been ap-pointed operations director of HENLYS. Ha joined the company io 1968 and was regional director for the east region.

LEVER INDUSTRIAL, a Uni-lever company, has appointed Mr David Hume as director of the industrial division responsible for products for the food, beverage, laundry and metal cleaning industries. He has been a director for aight years. Mr Paul Pridgeon has been appointed director of the catering and insti-tutional division. He transfers from Lever Brothers where he was national accounts manager.

Mr Bryan Hunt has been announted sales and marketing director of ERF. He takes over the post after acting as independent consultant to the company since April 1983, He was sales manager of Solar Gas Turbines. Mr Hunt succeeds Mr John Balley who has left the company.

Dr Duke Ebenezer has been appointed director of the data products division of THORN EMI Dstatech, from engineering manager.

The following have been elected to the executiva committee of the ISSUING HOUSES ASSOCIATION: Mr R. D. Broadley (Baring Brothers and Co.) chairman; Mr G. R. Walsh

LC.I. Mr J. D. Atkinson, chair-man, and Mr E. A. S. Price retire.

Mr L. Crawley, company secretary of CAMREX, a member of tha Ruberoid Group, has been appointed to tha board.

MORGAN GRENFELL AND CO has appointed Mr John A. Morgan as non-executive chairman of Morgan Grenfell Inc. its wholly-owned subsidiary based in New York. Mr Morgan is with the firm of Murgan Lewis Githens and Ahn, a New York investment hanking firm with which he will continue as senior partner. He
is a great-great-grandson of
Junius Spencer Mnrgan, one of
the founding fathers of Morgan me founding fathers of Morgan Greofeli's predecessor firm, J. S. Morgan and Company, and a great-grandson of J. Pierpoint Morgan. Following Mr Morgan's appointment, Mr Christopher Whittington, who is based in London, will become executive vice chairman. Mr John Franklin remains denuty chairman and remains deputy chairman and Mr John Fraser continues as president.

Mr Robert Burton has been appointed managing director of COLEGRAVE GROUP. Mr Bill Colegrave becomes chairman with additional responsibility for diversification and acquisitions. Mr Brian Aitchison, managing director of Aitchison & Colegrave Personal, financial services division of the groop, joins the

LADBROKE GROUP has made the following appointments: at Ladbroke Eotertainments Mr Barry Hart becomes managing director and Mr John Bunclark operations director: at Ladvoke Holidays Mr Michael Bugsgang becomes marketing director and Mr John Slatcher operations



Increasingly Scotland's youngest new town is attracting major investment from Scotland's youngest industries. Some we can talk about such as our major developments in the High Tech industries with firms like Prestwick Circuits, SCI (UK) Ltd and Climax International. Also the designation of Prestwick, just 10 minutes along the coast as Scotland's only FREEPORT. Some we can only speculate on, such as the granting of an offshore

Mice Thomson drilling licence to B.P. and the potential growth that this will give to Scotland's west coast. Irvine Development Corporation, Perceton House, Irvine, Scotland KA11 2AL Telephone (0294) 214100.

Come and join the new wave in Britain's only seaside new town

Up in the clouds, every extra inch is a big extra in comfort. Our spacious, luxury seats give more legroom than others for better stretch, easier movement. Attentive Golden Service. Gourmet meals served in style. We are what many call First Class.

MAS 747 BUSINESS CLASS: MORE LEGROOM BECAUSE YOU ARE ON A LONG LEG WITH US.



\$ WE'LL TREAT YOU LIKE GOLD

7475 TO AMSTERDAM ● DUBAI ● FRANKFURT ● KUALA LUMPUR ● KUWAIT ● LONDON ● MELBOURNE ● PARIS ● SYDNEY Bangkok • B.S. Begawan • Haadyai • Hong Kong • Jakarta • Jeddah • Madras • Manila • Medan • Perth • Seoul • Singapore • Taipei • Tokyo and 36 destinations within Malaysia. For reservations contact your travel agent or Malaysian Airlines, 25/27 St. George Street, Hanover Square, London WTR 9RE. Tel: 01-491-4542. Prestel: 344190.

This announcement appears as a matter of record only

CREDIT NATIONAL

Paris, France

DM 200,000,000

8%% Deutsche Mark Bearer Bonds of 1984/1994

Unconditionally guaranteed by

The French State

Issue Price 99 (200) Interest: 8 1/4 % p. a., payable annually in arrears on February 15 - Redemption: on February 15, 1994 at par - Denomination: DAY 1,000 and DAY 5,000 - Security: unconditionally guaranteed by The French State, Negative Pledge Clause - Listing: Frankfurt/Main

COMMERZBANK

BANQUE BRUXELLES LAMBERT S.A.

OFUTSCHE BANK

CAISSE OES OEPOTS ET CONSIGNATIONS

MANUFACTURERS HANOVER

SWISS BANK CORPORATION INTERNATIONAL

Abu Dhabi Investment Company Algemene Bank Nederland N.V. Al-Maf Group Amro International Limited Daiwa Europe Limited Richard Daus & Co., Bankiers Arab Banking Corporation (ABC) Julius Baer International Limited Banca Commerciale Italiana Banca Nazionale del Lavoro Den norske Creditbank Bank of America Internetional Limited

Bank für Gemeinwirtschaft Aktiengesellschaft Bank Leu International Ltd. Bank Mees & Hope NV Bank of Tokyo International Limited Banque du Benefus S.A. Banque Française du Commerce Extérieur Banque Générale du Luxembourg S.A.

Banque Indosuez Banque Internationale à Luxembourg S.A. Banque Nationale de Paris Banque de Neuflize, Schlumberger, Mallet Banque de Paris et des Pays-Bas (Suísse) S.A.

Banque Populaire Sulsee S.A. Luxembourg Banque de l'Union Européenne Banque Worms Baring Brothers & Cn., Limited Bayerische Hypotheken- und Wechsel-Bank Aktiengesellschaft Bayerische Landesbank Girozentrale

Bayerische Vereinsbank Aktiengesellschaft Juh. Berenberg, Gossler & Co. Berliner Bank Aktiengesellschaft Berliner Handels- und Frankfurter Bank Bankhaus Gebrüder Bethmann Bfyth Eastman Paine Webber International Limited

Caisse Centrale des Banques Populaires Chase Manhattan Limited Chemical Bank International Limited Clilcorp Capital Markets Group CIBC Limited

Commerzbank International S.A. Commerzbank (South East Asia) Ltd. Continental filinois Capital Markets Group Copenhagen Handelsbank County Bank Limited Creditanstalt-Bankverein Credit Commercial de France

DRESONER BANK

CREOIT LYONNAIS

NOMURA INTERNATIONAL

WESTDEUTSCHE LANGESBANK GIROZENTRALE

Crédit Industriel d'Alsace et de Lorraine Crédit industriel et Commercial Credit Suisse First Boston Limited Delbrück & Co. Den Danske Bank ef 1871 Aktieselskab DG Bank
Deutsche Genossenschaftsbank
Deutsche Glrozentrale
- Deutsche Kommunalbank -Dominion Securities Ames Limited DSL Sank Deutsche Sledlungs- und Landesrentenbank Effectenbank-Warburg Aktiengeseflschaft

Enskilda Securities Skandinaviska Enskilda Limited Euromobiliare S.p.A. EuroPartners Securities Corporation European Arab Bank European Banking Company Limited Gefina International Ltd. Girozentrale und Bank der österreichischen Sparkassen Aktiengesellschaft

Goldman Sachs Interna Gulf International Bank B.S.C. Hambros Bank Limited Hamburgische Landesbank — Girozentrale — Georg Hauck & Sohn Bankiers Kommanditgesellschaft auf Aktien Hessische Landesbank – Girozentrafe – Hifl Samuel & Co. Limited Industriebank von Japan (Deutschland)

Aktiengesellschaft stituto Bancario San Paolo di Torino Kidder, Peabody International Limited Kleinwort, Benson Limited Kredietbank N.V.
Kredietbank S.A. Luxembourgeoise
Kuwait Foreign Trading Contracting &
Investment Co. (S.A.K.)

Kuwait International Investment Co. s.a.k. Kuwait Investment Company (S.A.K.) Landesbank Rheinland-Pfalz Lazard Frères et Cie

Lehman Brothers Kuhn Loeb international, inc. Lioyds Bank International Limited Merriff Lynch Capital Markets B. Metzler seel. Sohn & Co. Mitsubishi Finance International Limited Mitsui Finance Europe Limited Samuel Montagu & Co. Limited Morgan Grenfell & Co. Limited Morgan Guaranty Ltd Morgan Stanley International The Nikko Securities Co., (Europe) Ltd. Norddeutsche Landesbank Girozentrale

Österreichische Länderbank Aktiengeseffschaft Sal. Oppenheim jr. & Cie. Orion Royal Bank Limited PK Christiania Bank (UK) Limited Postipankki Privatbanken Aktiesefskab N.M. Rothschild & Sons Limited Salomon Brothers International Sanwa Bank (Underwriters) Limited J. Henry Schroder Wavz & Co. Limited Smith Barney, Harris Upham & Co.

Incorporated Société Générale Société Générale Alsacienne de Banque Société Générale de Banque S.A. Sumitomo Finance Internationa Svenska Handelsbanken Group Trinkaus & Burkhardt Union Bank of Switzerland (Securities) Limifed Verband Schweizerischer

Kantonalbanken
Vereins- und Westbank Aktiengesellschaft
M.M. Warburg-Brinckmann,
Wirtz & Co. S.G. Warburg & Co. Ltd. Wardley Westdeutsche Genossenschafts-

Zentralbank eG Wood Gundy Limited aichi International (Europe)

New Issue

All the securities having been sold, this advertisement appears as a matter of record only.

February, 1984



Nippon Express Co., Ltd.

Tokyo, Japan

unconditionally quaranteed by

The Dai-Ichi Kangyo Bank, Limited Tokyo, Japan

> Swiss Francs 100,000,000 5%% Bonds of 1984 due 1994

J. HENRY SCHRODER BANK AG NOMURA (SWITZERLAND) LTD.

BANQUE GUTZWILLER, KURZ, BUNGENER S. A.

DAI-ICHI KANGYO BANK (SCHWEIZ) AG

CRÉDIT COMMERCIAL DE FRANCE (SUISSE) S. A. E DE PARIS INTERNATIONALE GENOSSEN-BANQUE NATIONALE DE PARIS (SWITZERLAND) LTD.

BANCA DI CREDITO COMMERCIALE E MOBILIARE BANCA SCLARI & BLUM S. A. BANK IN HUTTWIL **BANK IN INS BANK LANGENTHAL BANK OF LANGNAU** BANK NEUMŪNSTER SANK ROHNER LTD. BANQUE DE DÉPÔTS ET DE GESTION BANQUE LOUIS-DREYFUS EN SUISSE SA BANK HEUSSER & CIE AG BANQUE SCANOINAVE EN SUISSE CHASE MANHATTAN BANK (SWITZERLAND)

CITICORP BANK (SWITZERLANO)

ET O'INVESTISSEMENTS, CBI

COMPAGNIE OE BANQUE

ISJ FINANCE LTD.

SCHAFTSBANK AG COMMERCIAL BANK OF SOLEURE CRÉDIT LYONNAIS

GRINDLAYS BANK PLC E. GUTZWILLER & CIE **OVERLAND TRUST BANCA** RÜEGG BANK LTD. ST GALL CREOIT BANK SOCIETA BANCARIA TICINESE SPAR- UND LEIHKASSE SCHAFFHAUSEN **VOLKSBANK WILLISAU AG**

LLOYDS BANK INTERNATIONAL LTD. LTCB (SCHWEIZ) AG THE NIKKO (SWITZERLAND) FINANCE CO. LTD. NIPPON KANGYO KAKUMARU (SWITZERLANO) S. A. SANWA FINANZ (SCHWEIZ) AG

THE ARTS



Music

LONDON

Londoo Philharmonic Orchestra conducted ov James Loughran with Ce-cile Ousser, piano. Berlioz, Saint Sa-ens. Franck and Mussorgsky/Ravel. Royal Festival Hall (Mon). (9283191).

(9283191). London Symphony Orchestra conducted by Claudio Abbado with Rudolf Serkin, piano. Beethoveo, Mozart and Mendelssonn. Barbican Hall

and Mendelssohn. Barbican Hall (Moo). (6388891). Bach Choir and Londoo Symphony Orchestra conducted by Sir David Willcocks with Felicity Lott, spra-no. Penelope Walker and Margaret Cable, contraltos, and John Scott, organ. Poulenc, Debussy and Ma-

thias. Royal Festival Hall (Tue). Royal Philharmonic Society: City of Birrangham Symphony Orchestra conducted by Simon Rattle with fda Haenoel, violin, Britten, Elgar and Rielsen, Royal Festival Hall (Wed). Lucia Popp accompanied by Gootfrey Parsons, Schumann, Barbican Hall

London Philharmonic Orchestra conducted by Vernon Handley with Janet Baker, mezzosoprano. Elgar. Royal Festival Hall (Thur).

Chamber Music - Pupitre 14 conducted by Edmond Rosenfeld: Savouret, Chaynes, Stamitz (Tue), Radio France, Grand Auditorium France, (524 1510).

Maria Tipo, piano: Scarlatti, Beethoven, Chopio (Tue), Theatre des Champs Elysees (723 4777). Maria Farandouri: Greek and Turkish folk songs and music (8.30pm Tue, Wed, Thur), Theatre de la Ville (2742277).

NEW YORK

New York Philharmonic (Avery Fisher Hall): Zubin Mebta conducting, Ra-du Lupu piano, New York Choral Artists directed by Joseph Flum-merfelt. Webern, Mozart, Holst (Tue): Zubio Mehta conducting, Patricia Wise soprano, Thomas Moser tenor Simon Estes bass baritone.

New York Choral Artists conducted by Joseph Flummerfelt. All Haydn programme (Thur). Lincoln Center (8742424)

rnegie Hall: Philbarmonia Orchestra, Vladimir Ashkenazy conducting and solo piano. Beethoven, Sibelius (Mon): Henryk Szeryng violin reci-tal. Brahms, Bach, Bartok, Paderewski, Sarasate, Halffter (Thur). (2477459)

Merkin Hall (Abraham Goodman Merkin Hall (Abraham Goodman House) Laura Hunter saxophone recttal. Maurice Finney Clayton (Moo): New Opera New York, George Tsontakis conducting, Beth Lindberg soprano, Allan Classman bartone. All Beynon programme (Tue): Sue Ann Kahn flute recital. Rochberg. Copland, Riegger, Shapey, Wright, Schickele (Wed). 67th W of Broadway (3628719)

Concert Hall: National Symphony, Ra-fael Frubbeck de Burgos conduct-ing, William Steck violin, Copland, Dvorak, Bartok (Tue, Thur), Ken-nedy Center (254 3776).

Pleyel Ensemble (Orchestra Hall): Bartok, Berkeley, Rochberg (Wed). (435 B122) Chicago Symphony (Orchestra Hall): (435B122)
hicago Symphony (Orchestra Hall):
Leonard Statkin conducting Lyadov,
Shostakovich (Thur) (435B122)

Tonhalle: Tonhalle Orchestra conductomane: nonane or contestra conder-ed by Raff Weikert with Adelina Op-rean, violin. Mozart, Prokofiev and Dvorak (Wed); Louise Michael, so-prano, accompanied by Willy Hauss-lein. Beethoven, Poulenc and R.

WEST GERMANY

Berlin, Philharmonie Pianist Ivo Po-gorelich, Bach, Beethoven, Brahms and Chopin (Mon); Daniel Baren-boun piano, Beethoven and Lizzt (Tue); Marc Neikrug and Pinchas Zukermann. Bach, Tchaikovsky and Saint-Saens (Thur).

Frankfurt, Alte Oper: Royal Philhar-

Beethoveo (Tue).

monic Orchestra under Antal Dora-ti, Debussy, Michael Tippett and

BRUSSELS -

Eugene Istomin, piano. Buch, Stra-

Opera and Ballet

LONDON

Royal Opera, Covent Garden: The new production of Andrea Chenier, a viv-id example of second-rank Italian verismo, has José Carreras in the ti-tle role, Richard Armstrong as coode tole, ruchard Armstolig as coo-ductor, and a staging (borrowed from Cologne) by the widely-ad-mired Michael Hampe. Last perfor-mance of the successful La Boheme revival, with Ilona Tokody and Deu-

nis O'Neill as the lovers. (240 1086). English National Opera. Coliseum: The oew production of The Master-The oew production of The Master-singers, a mixed bag of good and less good things, is notable above all for the interplay between the mov-ing, ioteresting, and subtle Hans Sachs of Gwynne Howetl and the hrilliantly sung and acted Beck-messer of Alan Opie, John Cox's fa-mous production of Patience returns with Patricia O'Neill, Derek Ham-mond-Strud and Anne Collins in mond Stroud, and Anne Collins in the cast; last performance of La Traviata, with the fragrant; passionate heroloe of Nelly Miricioiu. (8383161).

Royal Opera House, Coveot Gardeo: The Royal Ballet presents La Fille mal gardee followed by Le Ballet trop danse.

PARIS

Le Fantome de l'Opera, a three-act ballet, choreography by Roland Pet-it, music by Marcel Landowski, con-ducted by Marcel Landowski/Claud Cabalista allocator rith Modife Schnitzler alternates with Verdi's Jerusalem in a oew production by Jean-Marie Simon, conducted by

Jean-Marie Simon, conducted by Donato Renzetti with Veriano Luchetti in the role of Gaston, Alain Fondary as the Couot of Toulouse and Cecile Gasdia as Helene, Paris Opera (742 5750).

Maurice Bejart and the XXth Century Ballet: Messe Pour Le Temps Futur, expressing the anxiety, hope and fascination of the future, Palais des Congres (266 2075). Congres (266 2075). Kodo – Japanese musician-athletes

perform an ancieot ritual of drum-beating which sounds at times as geotle as the whispering of reeds and at others as violeot as the thunder in the mountains. Theatre des amps Elysees (7234777).

Ballet Antonio Gades performs Carlos Saura's Carmeo with Cristica Hoy-os in the bitle role. Theatre de Paris (280 0930).

WEST GERMANY

Berlin, Deutsche Oper: Premiering this month is a Jean-Pierre Ponnell production of Fidelio, conducted by Daniel Barenboim. It briogs togeth-

LONDON

Master Class (Old Vic): Timothy West as Stalin confronting Shostakovich and Prokofiev with charges of degeoeracy in their music. David Pownail's gripping new play is second into the beautifully refurbished Old Vic after the departure of Blondel to the Aldwych. (928 TB16). Little Shop of Horrors (Comedy): Campy off-Broadway import which is less good than The Rocky Horror Picture Show but which has a curious charm, a full-blown perfor-

ous charm, a full-blown performance from Elleo Greene and an exotically expanding man-eating prickly plan. (930 2578).
Sufficient Carbohydrate (Albery):

Transfer after a sold-out season at Hampstead for Dennis Potter's menopausal, over-symbolic but tru-culeo by written comedy on a gleam-ing white Greek island set. Dinsdale

Landen superb, yet again, as a gar-rulous drunk. (836367B).

Tales From Hollywood (Olivier): Near-fy the last chance to catch Christo-

pher Hampton's witty scenario for Austrian emigres in Hollywood be-tween the wars. Michael Gambon is the playwright von Horvath, lan McDiarmid a vulpine, cynical Brecht, Large-scale epic play, funny and thought expedience of the rule

and thought-provoking oo the sub-ject of the Artists to exile. (928 2252). Hay Fever (Queen's): Peoelope Keith is more "right" for Judith Bliss than

was either Edith Evans or Celia Johnson. She is very funny, win-somely autocratic, distracted. The supporting actors roll over without protest. (734 1166).

Pack of Lies (Lyric): Judi Dench in a

decent, enthralling play about the breaking of a spy ring in the subur-ban Ruislip of 1959-60. Hugh White-

more's script cleverly constructs a drama about betrayal from the

friendship of oeighbours. The story is based oo fact and well directed by

Chifford Williams. (437 3686). The Real Thing (Strand): Susan Peo-

haligoo and Paul Shelley oow take the leads io Tom Stoppard's lasci-

nating, complex, slightly flawed new play. Peter Wood's production strikes a happy note of serious levi-

ty: (8362660/4143) Daisy Pulls It Off (Globe): Enjoyable

romp derived from the world of An-gela Brazil novels: gym slips, hock-

ey sticks, a chiftop rescue, stout

Theatre

Metropolitan Opera (Opera House):

Kiri Te Kanawa, In Arabella at the Metropolitan Opera, New York

er tenor Peter Hofmann as Flores-tan and Catarina Ligeodza as Leon-nra, Der Rosenkavalier is perfectly cast with Brigitte Fassbaender and Anna-Tomowa-Sintow, Die fustigen Weiber voo Windsor rounds off the

week. (34381).

Hamburg, Staatsoper: The week starts
with Cost fan tutte sung in Italian.

Turandot has Eva Marton in the btle role and Franco Bonisolli as Ca-

tle role and Franco Bonisolli as Ca-lai. (351 151).

Frankfurt. Opera: Der Fliegende Hollander has Philip Joll in the title role. A new production of Don Pas-quale bas Günther Reiche in the ti-tle role. Other performances are Ai-da with Aurea Gomez in the title role, Cav and Pag and Der Turke in Italien. (25621).

Stuttgart, Württembergische Staats-theater; Britteo's rarely played Al-

Stuttgart, Wirttembergische Staatstheater: Britteo's rarely played Albert Herring opens the week. Premierlog this week is Hans Werner
Henze's Doo Chrisciotte produced
by Andreas Meyer-Hanno. ft has
Mario Brell in the title role. There
has been much applause for Karl
Orff's Die Kluge. (20321).
Hamburg, Opera: Ballet Hommage a
George Balachine includes his Vier
Temperamente, danced to music by

Temperamente, danced to music by Paul Hindemith Tchaikovsky and Mozart, a German premiere dedicat-ed in the late Balanchine choreoen in the late Balanchine choreo-graphed by John Neumeir to music by Mozart. Soloists are Bettina Beckmann, Lynne Charles, Chantal Lefevre and Jean-Jacques Defago

NEW YORK

moral cooclusion and a rousing

moral cooclusion and a rousing school hymn. Spiffing if you're in that sort of mood. (437 1592) loises Off (Savoy): The funniest play for years in London, now with an improved third act. Michael Blake-more's brilliant direction of back-

stage sheoanigans on tour with a third-rate farce is a key factor. (836 8888)

NEW YORK

Cats (Winter Garden): Still n sellout. Trevor Nunn's production of T. S. Eliot children's poetry set to trendy

music is visually startling and choreographically feline, but classic only in the sense of a rather staid

and overblown idea of theatricality.

La Cage aux Folles (Palace): Perhaps this season's outstanding musical comes, like Evita and Cats before it,

comes, like Evits and Cats before it, at the very beginning of the theatrical year. Despite stellar names such as Harvey Fierstein writing the book and Jerry Herman the music, the best parts of the show are not the hoopla, apart from the first-act finale a la Gaité Parisience, bot the intimate moments horrowed direct

intimate moments borrowed direct

Nine (46th St): Two dozen womeo sur-round Sergio Franchi io this Tony-

award winning musical version of the Fellini film Bb, which like the original celebrates creativity, bere

as a series of Tommy Tune's excit-ing scenes. (2460246)
On Your Toes (Virginia): Galina Pano-

va with presumably a genuine Rus-sian accent leads an exuberant cast in the remake of Rogers and Hart's

1936 sendup of Russian ballet tours,

complete with Slaughter oo Tenth
Avenue chareographed by George
Balanchine and directed, like the
original, by George Abbott.
(977 9370)

Carmen (Vivion Beaumont): Peter Brook has done an excellent job in

transforming this Lincoln Center

of his grubbier Paris Bouffe du Nord home for a fast paced, stripped-

down seven-performer, but wholly engrossing version of Bizet (8746770). Noises Off (Brooks Atkinson): Dorothy

Loudoo brings Michael Frayn's backstage slapstick faree to Broad-way in Michael Blakemore's produc-tion that includes Brian Murray,

Paxtoo Whitehead and Victor Garber as her backstage conspirotors.

landmark into a spruced up versio

from the film. (7572628)

Natalia Mukarova dances the but-terfly in Le Rossignol, the stunning middle piece in Stravinsky, which also includes Le Sacre de Printemps and Oedipus Rex, conducted by James Levine, with sets by David Hockney. The week also features the first performance of Arabella conducted by Marek Janowski, with Kiri Te Kanowa and Kathleen Bat-tle. Tannhäuser conducted by Tannhäuser conducted by es Levine and the new Rinaldo James Levine and the new kinnion production conducted by Mario Bernardi and starring Marilyn Horne. Lincoln Center (580 9830).

New York City Ballet (New York State Theatre): The final week of the com-

Theatre): The final week of the company's seasoo of mixed repertory includes performances of Afternoon of a Faun, Concertino and Kammermusik. Lincoln Center (870 5570).

Nikolais Dance Company (City Center): This popular dancer and choreographer calls dance "an art of the theater," encouraging his use of various media as background for a mixed week long programme. 55th St. E. of 7th Av (58) 7907.

mixed week-long program St E of 7th Av (58) 7907). WASHINGTON

Jolirey Ballet (Opera House): Three separate programmes including nine ballets with three Washingtoo premieres and one company pre-miere mark the week-long visit of the Joffrey. Gerald Arpino's Italian Suite, set to the romnotic music of Ermanno Wolf Ferrari, is a Washingtoo premiere in the programs with William Forsythe's Love Sor A premiere set to music by Aretha Franklin and Dionne Warwick. The Franklin and Dionne Warwick. The third local premiere is Dream Dances, choreographed by Jiri Kylian to music by Luciano Berio, which is matched with Paul Taylor's Cloven Kingdom and Antony Tudor's spoof, Offenbach in the Underworld. The third-programme consists of works by Sir Frederic Asliton, Jiri Kylian and Gerald Arpino. Kennedy Center (2543770).

ITALY Milan: Teatro Alla Scala: Wagner's Tannhäuser conducted by Gustav Kuhn (not Pretre, as announced at beginning of season) with Rainer

Goldberg, Wolfgang Brendel, Elisa-beth Connell. (809 126).

Bologna: Teatro Comunale – Teatro Deltecelebrazione: Simoo Boccanegra (222999).

ra (222,999).

Venice: Gran Teatro La Fenice: Atmosphere of the Vienna of the Hapsburgs is brought to Venice by Il Pipistrello, by Johann Strauss, conducted by Peter Mang. A French/Italian production sponsored by Venue-Cliquot (25,191).

Turin: Teatro Regis: Fidelio conducted by Milan Horvat (548,000).

Rome: Teatro dell'Opera: La Cenerentola condocted by Gabriele Ferro (461,755).

The Real Thing (Plymouth): After 14 months in London, Tom Stoppard's latest giggle at the English intelligentsia, with a new found attention to the heart that beats beneath the

weneer, arrived on Broadway in a cast headed by Jeremy Irons and Glenn Close, directed at a fast clip by Mike Nichols. (2396200).

42nd Street (Majestic): An immodest celebration of the heyday of Broad-

way in the '30s incorporates gems from the original film like Shuffle Off To Buffalo with the appropriately brash and leggy hoofing by a large chorus line. (977 9020)

CHICAGO

Glengarry Glen Ross (Goodman Stu-dio): Gregory Mosher directs David Mamet's story of Chicago real estate dealers which premiered at the Na-tional Theatre in London. Here the cast includes Mike Nussbaum, Joe Montenna Lores Tolker and LT

Mantegna, James Tolkan and J.T Walsh, Ends Feb 26 (443 3800).

WASHINGTON

Beyond Therapy (Kreeger): Christo-pher Durang's romantic comedy has all the elements of modern singles life including meeting through the persocals column of a newspaper and o scene in a hip restaurant, but it reflects ment these restaurant, but

it reflects more than explores the

shallowness of a surfeit of choices

Arena Stage (4883300)
The School for Scandal (Folger): With Dawn Spare as Lady Tearle and Li-

lene Mansell as Lady Secretell, Sheridan's "delicacy of hint and mellowness of sneer" comes to give inspiration close to the oatioo's Capitol in a production directed by Alten R Belknap (548 4000).

Death of A Salesman (Eisenhower) A new production with Dustin Hoffman as Willy I own states.

America," this recent Chicago institutico is putting on three German shows, of artists Rebecca Horn, Dieter Roth and f00 works of five neo-Expressionists, Ends April f.

Bremen, Kunsthalle, 207 Am Wall; A roving exhibition dedicated to Ewald Motare (1887 to 1965), the German sculptor and painter, high-lights of which are 59 fandscapes in watercolour presented to the public for the first time. Ends March 1f for the first time. Ends March 1f
Cologue, Museum Lintwig, 1 Josef
Haubrich Hof: Masterpieces of Russian Painting has 70 oil paintings
from the end of the 19th and the
beginning of the 20th ceotury hy
Chagall, Kandinsky and Malevitch,
for example. Ends March 25.
Berlin, Brücke Museum, 9 Bussardstieg: The museum has opened the

uremberg, Kunsthalle, 32 Lorenzer

HOLLAND

Waish, Ends red 20 (443 5000).

E. R.(Forum): Moving into its second year parodying melodrama in a hospital setting, this emergency room continues its adventures among a young doctor, a receptionist and an authoritarian nurse, (496 3000) Irish Culture from 3000 BC to 5500 AD in Amsterdam's Rijksmuseum uotil Feb 26. The Book of Kells, the most magnificent illuminated version of the gospels in Europe, is joined by a hoard of bronze, silver and gold treasures, all finely wrought and many of them encrusted with jewels – a reminder that long before its present troubles, Ireland had its golden age and was the last repository of Western art and learning to fall to the Vikings. authoritarian nurse, (abs 3000)

andida (Goodman Mainstage): Munsoo Hicks, better known as an actor,
adds Shaw's jaundleed view of a
minister'a marriage to his list of directing credits. Ends Feb 19.

(443 3800)

Spa boxes and trinkets from the 18th and 19th centuries. These were made as souvenirs from wood which owes its grey colour to o long soak-

l'enice: Palazzo Grassi: as a precursor of the Venice Carnival (which ex-plodes on Feb 26) an interestion ex-hibition of over 700 masks - from early Greek to the masterpieces of the Commedia Dell'Arte and later

son Poliock.

هكذا من النصا

vinsky, Beethoven, Schubert and Chopin, Palais des Beaux Arts Jorus Hymnenen, baritone, accom-panied by Raiph Gothoni. Schubert, Theatre Royale de la Monnaje WASHINGTON (Tue).
Liege Philharmonic Orchestra conducted by Pierre Bartholomee. Palais des Beaux Aris (Thur).

Exhibitions

Royal Academy: The Genius of Venice

- we are treated to o show in the
grand old manner of the Royal
Academy's Wioter Exhibitions. It
treats us to exclusively the pointing and, to a lesser extent, the sculp-ture, that Venice produced io the 16th century. Ends March 11

Prancis Bacon: His work – even in his recent paintings – continues tor-mented and the anguish is heightened by the mixture of o realistic exened by the mixture of o realistic ex-ecution combined with an irrational representation of the strained and twisted human body. Galerie Maeght-Lelong (563 f319). Closed Sun. Ends Feb 25. amille Claudel: 70 sculptures accom-

panied by paintings, drewings and engravings prove the individuality of Rodio's pupil who, through her realism and, later on, a sense of the theatrical, found her own way. Musée Rodin, Closed Tue, Ends June ff (205.0132)

NEW YORK

fetropolitan: Rembrandt, Vermeer, Hals, van Ruisdael and Steel are among the 17th century master-pieces from the Royal Mauritshuis Picture Gallery in the Hague taking the temporary residence in comup temporary residence in com-memoration of 200 years of Dutch-American diplomatic relations, Ends April 15.

WASHINGTON

Leonardo's Last Supper (National Gallery): Although the rejectory of the Church of Santa Maria della Grazie has oot been brought from Milan, this clever exhibit does the next best thing in combining pre-paratory studies drawn from the Queen's collection in Windsor Castle with photos and a film of the restor-ation and works done after the Last Supper, including a series by Rembrandt Ends March 4.

CHICAGO

Museum of Contemporary Art: With the assertion: The arts in West Germany today are dynamic and strong, and constitute one of the most important sources for contem-porary art trends in Europe and

WEST GERMANY

sting: The museum has opened the first of a series of exhibitions in honour of the 100th anniversary of Karl Schmidt-Rottluff, the German

expressionist painter. The show has more than 80 paintings. Ends March Strasse: a retrospective with 140 paintings, sculptures and works on paper by Joan Miro, the Spanish artist who died of Christmas. Ends March 18.

BRUSSELS

ing in the waters of the health re-sort. There are 50 boxes for gloves, sewing and sweets and trinkets such as pendants, brooches and book-covers. Theatre National from

ITALY

the Comments. (until March 15).

man as Willy Loman starts a cross-country tour destined to end up on Guggenheim: usually closed in win-ter but opened especially for a small exhibition of 10-paintings by Jack-Broadway to the spring. Ends March 18. Kennedy Center

THE ARTS

Cinema/Nigel Andrews

Killed by a camera's curiosity

Star 80, directed by Boh Fosse The Curse of the Pink Panther, directed by Blake Edwards Blood of Dr Jekyll, directed by Walerian Borowszyck

Back in 1980, blonde and beautiful Dorothy Stratten was thousand ataples: Playboy centrefold, Playmate of the month and the toast of the Hugh Hefner empire. Some months later she was laid nut in a wholly different manner, shot dead and then sodomised by her husband and promoter Paul Snider, who then blew his own brains out. The Western own brains out. The western world rang to the scandal, and everyone suddenly went mad moralising about the Nemesis visited nn American bedonism (as they did later with the Manson murders) and pitying the poor young female lamb caught in its toils.

Show business, of which Play-

Exhibitions .

Show business, of which Play-boy is certainly a division, is the only religion in the world which has a fast-food attitude to its own goddesses. It elects and idolises them and then turns them into sacrificial victims. Star 80, directed by

Snider is a gauche and jealous young wheeler-dealer caught up and finally mentally shredded by the outclassing machinery of the Playboy kingdom, Moving between different

time levels—before we're told Ponther finds awkward posthuof the murder, we're given mous space for David Niven and
doomy flash-forward shots of Peter Arne, both surviving in
Roberts covered in blood in the film in small and seemingly room where the killing takes place — the film recounts the story like a Citizen Kane jigsaw.

count the three melodies that Manuel de Fallo composed to

pretty Gautier texts in 1909. A fantasy of doves, a bit of chinol-

scguldilla: Miss Gomez turned each charmingly, with bright piano-tracery. (Mr Vignoles was

in apperiative form throughout,

and finally a candid

Miss Gomez, always an interesting artiste, offered an all-lioz's "Zaide" which we had beard earlier, not least in auit-with Roger Vignoles at the plano. All-French, that is, if we There was nonetheless some



Mariel Hemingway and Eric Roberts

volition in the two principals— of free will furiously frustrated by fate—which would turn a mere nasty story into a genuine petent in all the world to find Clouseau. Actually Herbert Lom's Inspector Dreyfus has

and idolises them and then turns them into sacrificial victims, Star 86, directed by Bob Fosse (of Chorrer, Lenny and All That Jazz) is a poison pen letter by the glamour industry in the glamour industry. Like any act of self-directed tut-tutting, it carries a whist of hypocrisy as well as a genulne masochistic fascination. It's also fimically somewhat of a shambles; shaken into disarray at a crucial point somewhere between intention and execution.

Fosse has aimed his kaleidoscopic style—jump cuts, elastic and a choreographer's brio of rhythm and movement—at a true-life story that he clearly want us to See as a modern tragedy, Mariel Hemings way's Dorochly is a peach-ekinned blonde from Vancouver garbed in an improbable nimbus of innocence, while Eric Roberts as Suider is a gauche and jealous would not by the service of the service of innocence, while Eric Roberts as Suider is a gauche and jealous would not be computer so that in fiddled the computer so that in fiddled the computer so that in fiddled the computer so that in fidds the world's least competency in a fload the world's least competency for eligible to the bungling bloodhound rote he bungling bloodhound rote he bungling bloodhound rote as sexist victim.) And though Roberts makes more of Snider, a macbo, mushy-voiced in a series to intended the speak plant of the speak plant of though Roberts makes more of Snider, a macbo, mushy-voiced in a series to speak plant of though Roberts makes more of Snider, a macbo, mushy-voiced in a series to speak plant of the sum of though Roberts makes more of Snider, a sexist victim.) And though Roberts makes more of Snider, a macbo, mushy-voiced in a series to speak plant of the south in search of the series in the south in search of the south in The deceased are no less un-resolvedly with us in the Pink Panther series. In addition to the memory of poor Peter Sellers, The Curse of the Pink stick acenes vary between the desullory and the desperate, and there surely cannot be much more of a cinematic future in Clouseau comedies without Clouseau?

Strange Invaders has even less sense of economy or inci-siveness than The Curse of the P.P. But a few landmarks of room where the killing takes of the film recounts the story like a Citizen Kane figsaw. Choracters are witeeled, into yiew to lusert their piece into the puzzle: Hugh Hefuer, played with slik pyjamas and a smirk hy Cliff Robertson, Carroll Baker as Dorothy's woraly beautiful many and Roger Rees as film Mum and Roger Rees as film director." Aram Nicholas." Aram like seens of economy or incisiveness than the Curse of the However, I have seen Blood of Dr Jekyll, which has sneaked in the However, I have seen Blood of Dr Jekyll, which has sneaked in the covertly into London as if in a dozen familiar American character-studies, studied in the sprawling tale of alien interstown of "Centerville, U.S.A." Walerian Browcszyek (of Blanche and Story of Sin). This throwaway of the housekeeping in the However, I have seen Blood of Dr Jekyll, which has sneaked in the covertly into London as if in a dozen familiar American character-studies, studied in the sprawling tale of alien interstown of "Centerville, U.S.A." Walerian Browcszyek (of Blanche and Story of Sin). This thunderously dotty farrago of swordsticks and arrases and Mum, goes mysteriously lncomstructed She proved to Carrot Waler.

as well aa fey.

Jill Gomez/Wigmore Hall

David Murray

threaten the end of civilisation as we, or at any rate Hollywood

teria as he reads out a flattering official Clouseau citation ("Genius, black belt, expert marksman, ..."). But else where, Wass is wan, the alap-theker teria as he reads out a flattering would have been hard to resist. Large numbers of films are suddenly flying inlo London and opening un-Press abown. The Odeon Leicesler Square follows: lows the unpreviewed Saharo with the unpreview of Two of o Kind, which stars that famous duo John Travolta and Olivia Newton-John, trailing clouds of Grease, in a musical entertain-ment about which I will tell you more when and if I huy a ticket.

as Dorothy'a wordly beautiful the Love understand. She proves to have surfaced at Cannes five years director "Aram Nicholas," aka Peter Bogdanovich, who belined Surgery. Very late in the film been captured by galactic visitors who look, when they rip critics to dive straight hack reveals himself to be Roger off their camouflage of himself to be Roger Moore, the reasons for which faces, like ET after primitive tors hesitate to expose their more wayward wares to Press But these characters are never more than brief blurs in the dramatis personne. The real reason the film fails to move us or improve us is that there's chosen by the Surete's masterno sense of thwarted moral computer as the man most computer as the more more they; and no wonder distributions they are wondered they are wondered they are wondered they are wondered they

gramme). Miss Gomez knows

just what to do with such things, and did it. The recital con-

reason sketched above an old

Hahan favourite made an odd,

equivocal effect, but other numbers—especially a Spanisb act by Delibes—went with the

ing lightness. She took us by surprise with a serious, statety "La cloche" by Saint-Saëns, all melancholy poise and quite

Patience/Coliseum

Max Loppert

celehraled English National Opera Potience is one the five productions scheduled for the company'a forthcoming U.S. tour. Wednesday's performance, the first of the London revival in advance of the departure date, boded very well for transallantic success. Under Victor Morris, the orchestra waa not always quite unanimous in the trickier rbythms of the overture (later on, theae came right with infectious vitality); and perhaps the dialogue delivery of the cast's new members was not always quite up to proper speed. But these are minor quibbles, for already there is about the whole thing en irresiatible zest that catches directly the spirit of an irresiatible niere.

irresistible piece.
Even for those whose devotion to G and S may be prey to occasional fits of doubt, im-patience, or even heresy, Policace must surely remain an and both ere found in splendidly unstailed pleasure. The satire is relaxed vocal form, Hammond-still telling: the ontward features of the latest Aesthetic The "aesthetic" ladies. new Movements may change season-ally, but the waffle and bumbug that attach to artistic faahion are of a hardly-changing and regularly recurring kind. Much of the delight to be had from John Cox's delicate and stylishly in-period production, in John in-period production, in John Stoddart'a agelessly curlicued sets, derives from heartfelt gratitude at the avoidance of easy topicallty, of the up-dated re-writing that might well bave been found, and even justified, in a modern Patience. Instead, the production allows, and the cast invites, the audience to draw its own parallels; and these are not slow to be gathered. gathered.

with dull, unfunny comic acting would he self-evident torture; but a Potience heavily or in-sensitively aung would cause suffering of a perhaps less obvious hut not less penilential

It is a special merit of the current ENO cast that with only one exception (unfortunately, a principal one) its members show themselves quite as deft vocally as in all the other arts of comedy; the four fations of the evening are hardsomely. the evening are nandsomely

Triumpbantly returned to the Triumpbanily returned to the roles of Bunthorne and Lady Jane are Derek Hemmond-Stroud and Anne Collins. The mixture of grand atyle and monumental absurdity that is the recipe for all first-rate operetta acting bas been perfected by both; for all their long experience in the production, neither is tempted to overplay, or step out of character play or step out of character in search of audience approval;

The "aesthetle" ladies, new apart from Shelagh Squires' delicioualy angular Saphir, each pursue with no less mastery a aiogle line of humorous exaggeration. Sally Burgess'a Angela is beautifully overcome by warmth and passion; Jane Eaglen, a company debutant with a sonrano of ringing prowith a soprano of ringing pro-mise, clashes Ella's cymbals with wonderfully hearty eppe-tite. Christopher Booth-Jones's Grosvenor Is also an Introduction of high promise, with Burne-Jones looks of apt pallor and a nice way of enjoying bis own artful aimplicity. The object of hia and other affections, Patricia O'Neill'a Patience, does gathered.

At the same time, the manner of the production leaves one in no doubt that this is one of Sullivan'a most elegantly fasbioned acores, with delails of wit and charm that unassumingly grace every paga and every number. A Patience given



Shelagh Squires (top), Derek Hammond-Stroud and Patricia O'Neill

On Golden Pond/Connaught, Worthing

B. A. Young

son's play from which the film was adapted—all of lt, that is, was adapted—all of it, that is, but the lake and tha Fondas, Without the views of summer-lime Maine tha story is rather deflated; we are left with half a dozen familiar American character-studies, studied in the manner of Norman Rockwell, but with bereits and the state of the s

Audiences that glowed in the cracks nicely thrown away, bis amount to the information you if Norman seems momentarily sentiment of the movie can recapture it in Ernest Thompson's play from which the film can produce a convincing New line of dialogue. In the second taln up a minute longer, England voice. Ethel, the wife, played hy Eleanor Summerfield as a motherly lady with her youth still showing at the edges. does the housekeeping in the

act Norman is unexpectedly saddled with Billy, as Bill and Chelsea visit Europe (where they get married). He turns this cool Californian boy, whose

angina it's only to keep the cur-taln up a minute longer. Joan Kemp-Welch's direction is good enough to make us believe that some fing has really

believe that some fining has really been happening. Cookle Weymouth, Robert Gary and Robert Duncan as Chelsea, Charlie and Bill are lifelike slereotypes, and Gary Kielty, a graduate of Grange Hill, has only to swop his East London dialect for its only admitted sport is "cruising the chicks." into a young fisherman with a devotion to bis school books equal to bis devotion to the fish. In return Eilly has changed the resigned ill-natured octogenarian into a natured octogenarian into a friendly nucle-substitute.

Everyone ends up happy and into a one of the substitute in the chicks."

mouth, Robert Gary and Robert Duncan as Chelses, Charlie and Cary Kielty, a graduate of Grange Hill, has only to swop his East London dialect for its Californian equivalent, or as much of it as Mr Thompson offers us, to make us believe in the chicks." Everyone ends up happy, and him and even like him.

ECO/Elizabeth Hall

Dominic Gill

The English Chamber Orchestra's present series, of which Wednesday's concert was the third of four, combines Britten and Mozart. (The series of the series and Mozart. (The pairing is effective and perfectly work-able; and bow refreshing it would have been if, instead of groping after tenuous connections, our programme-book had declared them merely to be unterly different composers, of radically different sympathy, nature and stature, the best of whose music always deserves and did it. The recital con-cluded with five "bons bons from La Belle Epoque": for the

to be played!) The evening's finale, and also as it bappens its executive high point, was a very fine perform-ance by Raphael Wallfisch of Britten's Cello Symphony. Wall-fisch caught its peculiar cast and texture exactly: the frag-mentations and Bartokian nightcomplex song in its develop. The adagio was beautiful, but Britain,

ment; the Scarbo-like glitlers of imperfectly, unevenly voiced; the scherzo; the unexpected the finale was a joy — relaxed, effervescences (linked by a rich effortless, radiant. In the best cadenza ruminalion) of the of all possible musical worlds, adagio and passacaglia. It was they would have started a reading of splendid concen-second performance tration and cogency; of more rhythmic atriogency Indeed, and generally more vivid presence. than Rostropovicb's on disc.

The conductor was Steuart Bedford, who also directed a lively, eager — almost over-eager — account to begin with of Mozart's Paris symphony; capable, bedside - manner capable, bedside - manner Mozart, all genial reassurance. The soloist and director from the keyboard of Mozart's A major piano concerto K488 was Murray Perahia, whose playing was by and large exquisitely controlled, and whose gestures during the tuttle seemed by and

second performance

Scottish Arts Council announces 1984-85 budget

The Scottish Arts Council bas announced its budget for 1984-1985. The Council's chairman, Gerald Eltiot, said that SAC's grant-in-aid had been confirmed as £11,879,000, an increase of 8.08 per cent on the aum for 1983-84. However, this amount included a special grant of £300,000 for Scottish Opera from the company of the second 8.08 per cent on the aum for 1983-84. However, this amount paid for a Liberty and Coincluded a special grant of £300,000 for Scottish Opera from the sum earmarked by the Minister for the Arts in the grant to the Arts Council of Great Britain.

Top price at Sotheby's decorative arts sale was the £3,740 paid for a Liberty and Comment frame of 1903. The estimate was £500. A set of 1936 Charlea Britain. eerings of the opening large redundant. The perforter for the Arts in the grant movement, breaking forth into mance got better and better, to the Arts Council of Great

Saleroom **Antony Thorncroft**

A watercolour of Bellagio, on Lake Como, by Myles Birket Foster, sold for £12,960, over twice the forecast, at Christie'a sale of English drawings and watercolours yesterday which totalled £112,423 with 7 per cent

unsotd. The buyer was Christopher Wood, the London dealer, who was an active bidder: he paid £5,940, also well above estimate, for a woman and chitd by Henry Raymond Thompson, sold by the artist's son. "Garden spoil" by George Kilburne made £6,264 and "Tree sparrow and hullfinches" hy Archibald Thorburn, £5,400, to the Tryon Gallery.

the Tryon Gallery.

Top price at Sotheby's decora-

Issued and

197 K

Theatre in Barcelona

lyrical effusion and dramatic monologue. Plenty of sensi-tivity, but a alightly experi-mental air; I feel sure that the

verbal elaborations of Debussy's

own texts flow better as mood pieces than as declamation, in which manner they sound twee

Four early Dehussy songs,

straightforward and winning,

very much of their period (the

1880s, not the prenatal "1818"

recently unearthed, were more admired Gomez verve and teas-

Ossia Trilling

fined to the Castillian language used by Lope de Vega and Garcia Lorca. Catalonia has its own ancient tongue, as those theatregoers outside Spain will know who have years ago, with its outsize puppets alonians, who did their theatrical

 $g_{\sigma}^{(i,j,n)}$

The Spanish theatre is not contasted the theatrical joys of the Catand extravagant costumes designed alonian Els Joglars ensemble on their various visits abroad. One such was their La Cinca, seen at the Teatre Lliure ensemble, London'a Riverside Studios some founded eight years ago by two Cat-

BOB FOSSE congratulates ARTURO BRACHETTI

the star of 'Y'

There was nonetheless some

nusettledness in the actual

ainging, a nervy quality that

became noticeabla in the calmer

songs. Of Berlioz we had also

"La Belle Voyageuse" and the pathos-laden "La Captive" and in both—as with Debussy's four

Proses Lyriques later—one felt

giving faultless support with any that the soprano was hovering 1880s, not the prenatal "1818" melancholy pois amount of imagination.) The uncertainly between straight as misprinted in the probeautifully aung.

by the late Joan Miro. No less admirable is the work of

of the Polish theatre in Warsaw. ence during Aa You Like It con-The director Lluis Pasqual and the firms this. This old box of a proscedesigner Fabia Puigserver have clearly come under the influence of non-naturalistic method of staging that lies somewhere between Peter Brook and Jerzy Grotowski. and this is plainly mirrored in their most recent production of As You Like It, s1 the sptly named Lliure,

or Free Theatre.

Half the joy of their production lies in the imaginative decor and the stylistically hybrid costumes designed by Puigserver, now the sole director at the Lliure, since the departure of Pasqual to Madrid to take over the running of the Natiooal Theatre, after Nuria Espert's return to her native Barcelona.

Her outstanding contribution to the theatrical tradition of Barcelona. spart from the tour of Lorca's the 1983 Edinburgh Festival, oas this season also been an unorthodox production, in Catalan, of The Tempest. Another aspect of the Catalonian penchant for Sbakespeare was to be seen at the Gran Teatre del Liceu in the successful Pasqual-Puigser: er production of Verdi's Falstoff, which has earned them an invitation to stage Le Nozze di Figuro there next year. I am told that the inter-war translations into Catalan of Shakespeare not without some challenge to her by the poet Josep M. Sagarra are powers of make-believe, as Old both beautiful and faithful. The con-

spprenticeship in exile as students tinuous laughter of the Lliure andinium theatre with a narrow gallery bas been converted into a flexible

For As You Like It, the audience sits on three steeply raked sides surrounding the stage and sees itself mirrored in the fourth back wall as the play opens. This is then hoisted to form a sloping ceiling over the acting area, where the passing of the season in the Forest of Arden is nicely suggested by the sprinkling of snowflakes, flowers, petals, hay, autumnal leaves and suchlike on the stage floor by the company.

The 19th-century garh of the Duke's court gives way to a mixture of modern and renaissance costume, with distinct echoes of the circus-ring or the English musichall for the comic characters. A comely Rosalind (Anna Lizaran) ano a gallant Orlando (Lluis Homar) lead the dance, delivering their dialogue with passion and tonguein-cheek by turns, while a slightly curtailed muster of the dramntic personoe share some of the roles between them, irrespective of sex (to tally with Shakespeare's mood, according to Puigserver). The no longer youthful Carlota Soldevilla, for instance, doubles oeatly, though Adam and the good Duke.

Saleroom

A private collection of sculptures and paintings is to be sold at Christ-ie's in Amsterdam on March 8, the proceeds of which are to go to Mother Teresa's Hospice in Calcut

The collection, the emphasis of which is on Medieval sculpture and pictures from the 16th to 19th centuries, was assembled by a couple who set up a fund, called The Witnessing of God's Love Foundation, in 1983. The foundation supports projects in Third World countries.

The founders have just moved oul of their large house in Belgium, which is why Christie's is auction ing their extensive art collection.

This includes an early triptych Christ Mourned at the Feet of the Cross" from the Flemish School from around 1540. The 30 sculptures and wood reliefs inciudes a mid-13th century northern Spanish or Scandinavian polychmme wood group of the crucified Christ, flanked by the Virgin and St. John.

One of the most famous items of art deco design in the UK - the clock which for almost 60 years hung high above the heads of customers in the Oxford Street store of Bourne & Hollingsworth - is to be sold at Christie's on April 17. A price of about £30,000 is forecast. The clock, built by Gillett and

Johnson, was installed in 1927 and taken down when the store closed. Il will be sold with its musical chimes, played on six bells.

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange



(Olympia (Redacra) PLC to be renamed) CPS Computer Group pic

(Incorporated in England under the Companies Act 1948 No. 492077)

SHARE CAPITAL

Authorisad and to be £6,080,000

Ordinary shares of 20p each

In connection with a Placing by L. Messel & Co. of 2,000,000 Ordinary shares of 20p each at 67p per ehere, application will be made to the Council of The Stock Exchange for the grant of permission to deal in the whole of the issued and to be Issued share capital of the Company in the Unlisted Securities Market. A proportion of the shares being pleced will be made available to the public through the merket. It is emphasised that no application has been made for the Ordinary shares to be admitted or readmitted to listing.

listing.

The Placing is conditional on completion of the acquisition by the Company of the issued share capital of CPS Computer Group Company of the issued share capital of CPS Computer Group Limited to be renamed CPS Computers Limited) which, in turn, is conditioned on approval by shereholders of the Company et an Extraordinary General Meeting convened for 12th Merch, 1984. The business of the Company is the sale of IBM computer equipment, the distribution of edd-on equipment for the IBM Personal Computer and the provision of related services. Particulars releting to the Company are expected to be available in the Extel Statistical Services from about 7th Merch, 1984. Copies of the Placing document may be obtained during normal business hours on any weekday (Bank Holidays end Saturdays excepted) up to end including 21st Merch, 1984 from:

L. Messel & Co. Winchester House 100, Old Brad Street, London EC2P 2HX.

17th February, 1984

"The show is glassy dazzling showbiz at its very best. Arturo Brachetti is remarkable," said the creator of "Cabaret" with Liza Minnelli after seeing the Musical Cabaret 'Y' at the Piccadilly Theatre.

FINANCIAL TIMES

Telegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-248 8000

Friday February 17 1984

U.S. anti-trust bares its teeth

merger between Republic Steel and LTV Corporation has come American steel industry.

merger has been seen as one of the ways in which the in-Rationalisation dustry could shed obsolete capacity and make itself more efficient. It has also been assumed that the Reagan Administration's generally permissive approach to large-scale permit rationalisation to proceed without running into antitrust obstacles. It now appears that the steelmakers will have to re-think their strategy.

recently appointed head of the Justice Department's antitrust division. It has inevitably aroused speculation that he intends to take a tougher line on mergers than his predecessor, Mr William Baxter. Ycı it is arguable that the LTV-Republic decision is not out of line with the merger guidelines published in 1982 and is consistent with other recent anti-

Central issue

The 1982 guidelines did reflect a more favourable attitude toward mergers, the assumption was that most mergers were good for efficiency and that government interven-tion should be kept to s minimum. But the objectives of merger policy were unchanged to prohibit mergers that create or enhance market power, defined as the power "profitably to maintain prices above competitive levels for a significant period of time,"

In this context the level of market concentration resulting from a proposed merger con-tinues to be a central Issue for the anti-trust authorities to consider. As the Justice Department saw it, the LTV-Republic merger would create unaccept-ably high concentration in three sectors of the steel market. By contrast the Gelly Oil Texaco merger, which was recently cleared by the Federal Trade Commission, does not significantly increase concentration in small number of very large the U.S. oil producing business companies. The implications of the U.S. oil producing business

that a merger which enhances Administration.

THE WHITE PAPER on public spending published vesterday deserves a fairly wholehearted

welcome—or most of it does.

the system of cash planning is

indeed beginning to achieve

reasonably tight control of the totals. As a result, the outturn which will set the debit side for

like being remarkably close to

Paper was a virtually unintellig-

ible heap of numbers. The second was somewhat more forthcoming, but disfigured by sleight of hand.

controversial-or, some would

argue — downright deceptive passages; but it la so lucid that the disguises are fairly

casy to penetrate. For all this,

The future which is mapped

so relatively clearly is familiar. In cash planning terms, the Government is intending to

much gratitude is deserved.

This one is not only honest

for the coming year.

Honest

What is more, there is

Planning UK

public spending

decision to block the proposed by reference to the efficiencies it will produce. The Department and LTV Corporation has come will require "clear and convinc-as a considerable shock to the lng evidence" that the merger will produce substantial cost through savings through economies of

Mr McGratb was not per-suaded that the LTV-Republic merger would yield the savings which the companies claimed. or that the economies could not be achieved by other means. He recognised that the steel indus-try was in a state of crisis and he suggested that other forms This is the first major sidered—such as a reshuffling decision by Mr Paul McGrath, of plants between companies which fell short of full-scale

The companies had argued that the merger was necessary to improve their ability to hold their own against international competition. But as the Justice Department pointed out. im-ports are severely restricted. particularly from the EEG and Japan. As long ss these forma or informal arrangements con linue, the industry is to a con siderable extent insulated from foreign competition.

The Justice Department's ruling is important for two reasons. First, it shows that despite the recent shift in American antitrust thinking, Isrge-scale horizontal mergers can still be seen ss a threat to competition. Second, it shows that the vigour of competition at least in industries which are exposed to imports, depends at least as much on trade policy as on antitrust policy.

One of the reasons for inefficiency and backwardness in the American steel industry has been its success for much of the period since the late 1960s, in obtaining protection against low-cost imports. This bas served to posipone the necessary attack on high costs (especially wsge costs) and to keep prices higher than they need here been been served. than they need have been.

An open trade policy is a more powerful stimulus for modernisation than the creation, through merger, of a than steel.

The guldelines also call for a firm response to the argument

than steel.

The guldelines also call for a firm response to the argument

the Justice Department's ruling in the LTV-Republic case need to be noted carefully in other parts of the Reagan

> More seriously, this restraint is still achieved only by holding public sector capital formation down to a very constrained level. The point here is not that the Government's strategy

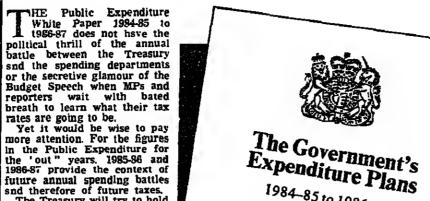
only too familiar in parts of the U.S.—public squalor in the

midst of private affluence.

ECONOMIC VIEWPOINT: PUBLIC SPENDING

Trying to hold back Leviathan

By Samuel Brittan



future annual spending battles snd therefore of future taxes. The Treasury will try to hold the spending departments to these provisional totals, while the spending departments will put in new bids and accuse the Freasury of demanding "cuts," simply to bring the total back to what wss originally agreed. There would be less "sbock, horror" on the part of both the spending departments and the interest groups which surround them if they—and the Chief Secretary—took more seriously negotiations for plans extending more than one year ahead. The spending totals now set out are in cash, and no longer "funny money." If inflation is

An emphasis on stabilising real spending total

fsster than assumed there is no automatic right to compensat-ing increases, except in the case ing increases, except in the case of pensions and other social security psyments linked by statute to the Retail Prices Index. The general rule is that spending departments must accommodate higher inflation within existing cash plans although, of course, they would argue about the wicked "cuts" being forced on them. On the other hand if inflation falls other hand if inflation falls faster than expected, spending can rise a little in real terms. The overall message of the White Paper is that the Thatcher Government will do its level best to stabilise public spending in real terms over the next few years, rather than to cut it, and rely on a resump-tion of economic growth to finduce the PSBR and offset the eventual decline of North Sea oil revenues. This is not a far-fetched hope if economic growth goes back to a normal 2 to 3 per cent annual average, com-psred with the zero rate experi-enced between 1979 and 1983 during the first Thatcher Gov-ernment. Indeed growth will have to be at the top end of this range to make inroads into

unemployment.
In the current financial year, spending is estimated to have original expectation in cash terms, despite a faster than ex-pected fall in inflation and to be pecteu ran in innuation and to be 6.1 per cent above a year ago.

After allowing for inflation, public spending may bave risen by just over 1 per cent. To prevent a recurrence of this overshooting, the Treasury has taken some fresh precautions. These include steps to obtain a better include steps to obtain a better

profile of expenditure movements month-by-month over the year. In addition the contingency reserve has now to cover not only policy changes but also changes in the estimates of the costs of "existing policies."

1984-85 to 1986-87

Next year, spending in cash terms should rise by 5 per cent
—which is approximately the rate of inflation predicted in terms of the GDP deflator last autumn when this figure was

In 1985-86 and 1986-87, cash spending is expected to rise by 4½ per cent and 3½ per cent respectively. This path clearly reflects the Government's ex-pectation of declining inflation. although some people will be relieved and others upset that there is nothing which implies a commitment literally to zero a commitment interally to zero inflation. (Indeed when the U.S. experienced "creeping inflation" of up to 3 per cent in the 1950s and early 1960s there were quite a few "sound money" economists who argued that, if allowance was made for a sound in the committee of the committee quality improvements not re-flected in price indices, the U.S. was experiencing "stable was experiencing "stable prices" for all practical

The social security section of the White Paper does contain assumptions about inflation rates of 4½ per cent in the year to May 1985 and 4 per cent in the year to May, 1986, But for once the disclaimer that these are not forecasts can be taken

seriously. The figures refer to the RPI, not to the wider GDP deflator used to measure the real growth of public expendi-ture. More important: they re-flect the economic forecasts of last autumn when the spending plans were negotiated and not the new forecasts which will surface in the Budget.

When it comes to specific programmes, the Treasury seems to have won its battle to prevent the pledge to Nato to provide 3 per cent annual real growth in military expenditure from being renewed after it expires in 1985-86. If military costs are really rising faster than the general price level, as the brasshats claim, then we can look forward to some eventual modest fall in the eventual modest fall in the volume of military spending. (1 was going to add " provided the Treasury sticks to its guns," but the metaphor is perbaps unfor-

The big theological issuehas become the treatment of "special sales of assets"—the Treasury's name for privatisa-tion issues. These are, expected to rise from just under £0,5bn in 1982-83 to £1.2bn this year, and £1.9bn in 1984-85. They are then expected to level off at £2bn in both 1985-86 and 1986-87.

At present, asset sales are treated as negative expenditure and reduce both public spend-ing and the Public Sector Borrowing Requirement. The case for excluding them from pubPUBLIC EXPENDITURE PLANS

Total planning cash fbu*	% In- crease cash	% In- crease realt	real; Treasury committee' estimate‡
76.9	17.0	0.1	
92.7	20.5	1.5	
104.7	13.0	2. g	2.3
113.4	8.3	1.5	2.7
120.3	6.1	1.1	2.0
126.4	5.0	6,	. 1.0
132.1	4.5	0]	• •
136.7	3.5	6.	
	planning casb £bu* 76.9 92.7 104.7 113.4 120.3 126.4 132.1	planning crease cash 76.9 17.0 92.7 20.5 104.7 13.0 113.4 8.3 120.3 6.1 126.4 5.0 132.1 4.5	planning crease cash fbu* 76.9 17.0 0.1 92.7 20.5 1.5 104.7 13.0 2.g 113.4 8.3 1.5 120.3 6.1 1.1 126.4 5.0 0 132.1 4.5 0

Excludes debt interest, † "Gost terms." ‡ Excludes sales, etc (explained in text). § Estimate. § Forecast. § Very approximate. Source: Public Expenditure White Paper.

lic expenditure—which could items. For instance the reduc-be done simply by treating them tion in employers' National as receipts—is to my mind Insurance Surcharge automatic-stronger than the case for excluding them from the calcula-tion of the PSBR.

But even if they are to be excluded from public expenditure only, a number of questions remain unanswered. First, wby just pick on privatisation? Gouncil house sales are also asset sales which go to reduce the public expenditure total the public expenditure total.
It is not, however, possible just to exclude items which happen to be in the headlines without plsying havor with the consistency of the public sector accounts. The Chancellor has pointed out that if the Government of the constant of the covernment of the cover ment acquires assets it is treated as an increase in public expenditure; on this convention asset sales count as expenditure

The Tressury committee suggest a distinction between investment in new assets and purchases and sales of old ones. But it confines itself to recommending in black type the exclusion of asset sales from the PSBR without any recommendation on the consequential changes which would be neces-sary throughout the public secor accounts.
One Treasury committee

expert witness. Terry Ward, bas estimated an alternative public expenditure index which expenditure index which economic slowdown. Since then excludes special asset sales. It the public spending ratio has also excludes certain other been on a very gradually declin-

compassion—then the exact definition of public spending is terribly important. Similarly, if you believe that "sound finance" requires an exactly halanced budget then the definition of the PSBR is But if you do not believe any

Ghanges in the administration of liousing and sickness benefit

have also brought about simut-taneous reductions on both sldes of the accounts.

Even the Ward Index is far from the last word. For instance

and other distorting items which he himself emphasises in another more backward-looking

table. As council house sales

affected the ratio in two ways.

It forced the Government into recession-related spending-not

only unemployment pay, but

extra help for industries such as seed and coal and other first

aid measures for the victims of

1985-86 onwards.

excludes council house sales

of these things then you will accept that there is an inevitable conventional element in what counts as revenue and what counts as outley spending, in what is counted as a reduction in government borrowing and what is counted as a way of financing a given borrowing and revenue simultaneously, without any real change in the scale of public sector activities. totsl.

ine path, both because spending

bas been under better control

and because the resumption of economic growth has raised real GDP.

Of course, if you believe that

the public spending percentage is a precise Indicator of the encroachments of government on the individual—or, from a different point of view, of the degree of social concern and

cedure would be to publish revenue and expenditure side by side in a single document so that people could shift items

What is lacking is the overall strategy and aims

will soon reach a peak and decline, and asset sales will from one alde or the other as they chose and realise how little difference it made. For a decade-and-a half the Treasury has been feeling its way towards resch a plateau next year, it is highly likely that the different concepts of public spending will diverge much less such a presentation, but has never yet got there—partly because expenditure and revenue are in charge of comin their rates of change from Quibbling about definitions does not change the broad pic-ture. Until 1981-82 the ratio pletely different officisls come together in their of public expenditure to GDP working lives. was rising smartly under the influence of recession. This

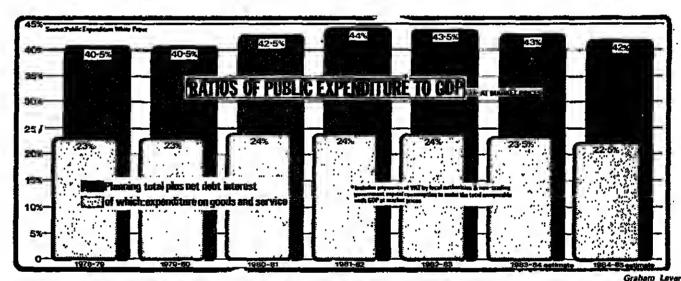
In any case it is high time that Part 1 nf the Public Excenditure White Paper, which deals with the overall totals, were presented in a new and more civilised form. At present it contains rows and rowe of unexplained formers rows of unexplained figures, which are completely meaningless unless one can translate them instantly in one's head into percentage terms and memorise the result. Even the "child's guide" presented in the Treasury's educational Progress Report is better than the White Paper itself.

What is completely missing is an account of the Government's strategy and aims for public expenditure: why it wants to stabilise the total and how it proposes to do it, and why some sectors are changing relative to others. Nor is there an explanation of the privatisa-programme, still less a contribu-tion to the much-heralded debate on the longer term.

473 4 301

121 L234

If a key document covering more than 40 per cent of the whole economy fails year after year to generate the great national debate, which in principle it should, is it not time that somebyly started to think through its design function and approach from beginning to end?



Wall Street's weekend

Fierce debate rages on Wall Street—and, for once, it is not about Fed sonetary policy, or the U.S. budget deficit, or the state of the U.S. economy.

It centres on the key question of whether Wsll Street's harassed traders and economists will take advantage of the shift in timing of the weekly release of MI money supply figures to make an early break for the coast, or the bars.

From yesterday, the figures are being released on Thursday afternoon instead of Friday.
And seasoned traders, recalling halcyon days under a similar regime a few years ago, believe this could usher in a new and more relaxed era.

Until now, they have had to wait around until late Friday for the figures from the Fed. and then spend the weekend worrying about their implica-

tions.

The new timetable should allow for a more considered reaction—and an exlended and more carefree

As one senior Wall Street analyst sald yesterday: "My wife has been pressing me to go out to dinner on Friday nights for years. Now there is a chance I might be able to make it."

Wall Street wives are not the only people who have been eagerly waiting for the change. Bar owners in the area—and around the exchanges in Ghicago—have also had their fingers crossed. Trade may fall on a Friday, but they expect a more-than-compensatory surge

in Thursday night custom. Everyone seems to agree that the change will bring initial confusion and perhaps greater volatility in the markets; but that it will not reduce Wall Street's hypersensitivity to the M1 number, despile the Fed's attempt to shift the emphasis towards wider aggregates. Wall Street messengers will still have to queue for hours ahead of the 4.15 pm release to

get their copies of the figures.

Advertising budgets for these products, which bave nothing to

do with Ireland, came to DM5m last year. The Irish themselves

spent only DM1.5m advertising

Safra does nicely

Safra, the Geneva-based bank-ing tycoon, in the top job at

American Express International Banking Organisation (AEIBC).

More than a year ago

American Express agreed to pay

\$550m for Safra's trade develop-ment bank. One of the reasons

for the fancy price was the fact

that American Express was also buying the banking skills of

Safra, who is rather different from the run of the mill bank vice-presidents who have been

As the months ticked by after

the takeover, however, there was no sign of Safra. Specu-

lation mounted that American Express bad bought a pig in a poke and was unable to hire

him because of problems arising

U.S. comptroller of the cur-

eye on potential conflicts of interest, gave Safra the green

sell his controlling shareholding of Republic. And yesterday he

took over as chairman and chief

executive of AEIBC. 1 under-

light last December.

running AEIBC.

When William Miller wss Fed chairman during the Carter Administration, he is said to have quipped that most surveys showed Americans thought the Federal Reserve System was an

President, and people no longer think of M1 as a sort of rifle.

Out-sold

businessmen at a Dublin runch yesterday.

The best way to sell cosmetics in Germany, Dusseldorf marketing consultant Jorg Jeannee, told them, is to suggest an Irish connection. "Irish Spring" is a top-selling soap; and "Irish Moss" is a popular after-shave lotion. after-shave lotion.



Express company board. Worth a lot

Just a month after Christie's lost some of the late Mra Florence Gould's jewels in an armed raid on its St James's premises. Sotheby's has announced that it is selling her furoiture, sliver, porcelain and works of art in Monaco in June.

not clear wbether he will get a

seat on the main American

genuine Irish products, mainly whiskey and liqueurs. It is rare for the executors of an estate to use both the rival auctioneers, but Sotheby's holds Sales twice a year in Monte Carlo, close to Mrs Gould's long-time home in Cannes. Widow of an American railroad billion-American Express, the financial services group, bas had more than its fair share of bad publicity lately. So it was with aire, she was a Riviera celebrity noted for wearing her some rettef that the company announced yesterday that it had finally nalled down Edmond egg-shaped pearls even for a morning's shopping trip.

It is unlikely that Christie's lost out on the furnishings and fittings because of the jewels raid, Insurance will make good the loss. But it does raise ques-tions about the key element in Gould collection—her paintings.

The jewels and the furnish ings are expected to bring in about \$5m each, but the paintabout some each, out the paintings, including Impressionist masterpieces as well as Old Masters, especially of the 18th century, will be worth a good

Both salerooms will be bid-ding ferociously for that lot.

Changing times

out of his interest in Republic New York Corporation, a pos-Who says women aren't emancipated? A colleague, who recently became a proud falher, found himself earnestly discussing the merits of disposable nappies with the male managing director After careful scrutiny the rency's office, which keeps an of a financial services group over lunch the other day.

ght last December.

Safra has not been forced to allendance, clearly ignorant of all his controlling shareholding such matters, sat through the exchange in bemused silence.

Ubserver



hold the growth of public spending to about the expected rate of Inflation—shown as gently declining but still well short of Mr Lawson's zero objective even at the end of the fairly short horizon offered. In fact, this standstill owes a little to Illusion; netting out asset sales and similar distortions, the total rises by about 1 per cent annually in real terms.

Political That is s political choice, and everybody knows Mrs Tbatcher's priorities. It is rather that some

much less fudge in the plans infrastructure investment is in the long run essenual, but in Last year the contingency reserve was reduced, and credit the short run is easy to post-pone. To postpone such work was taken for some quite im-probable underspending, in order to reach the desired lotal; hence the gloomy, defealed air of Mr Lawson's first weeks in office. Next at a time when the relevant resources are lying idle is not sensible economic management. It is still less so when the Government consequently has to spend more on the idle men.
Unfortunately the White Paper suggests that the Treas-November he will, with luck, be spared the need to hector his way out of a set of nasiy surury is as far as ever from acknowledging this concept. A highly political set of statistics seeks to show that capital spend-The new White Paper also rees to snow that capital spending has really been quite stable. This is achieved only by including defence "capital." which is no sort of contribution to the infrastructure. The point which is left out is whether the public sector can make its expected marks a long stride along the road to a comprehensible document which could even form the agenda for an informed debate on the great issues it treats. The first cash planning White

contribution to future output.
It is in this field of genera phllosophy that the Government is still failing to make its case. Indeed, the White Paper leaves room for the suspicion that the Government has general prejudices where its philosophy ought to be. One such prejudice is against the sort of taxes which have to be announced by the Chancellor: but the White Paper still happily announces "cuts" in spending which are simply attempts to shift the odium on to someone else. but explicit and easy to follow
especially the explanation of
individual programmes, which
is a model of what can be done
in a limited space. It has its

on to someone else. The nationalised industries will charge higher prices, and so stop demanding public money for investment. The local authorities will again be squeezed by confessedly unrealistic spending targets, which will simply mean a smaller contribution from the Chancellor and a higher bill for rates. We hope that the next White Paper will continue the progress this one represents by including some economic framework, and omitting the remaining blemishes.

Men & Matters

Indian reservation, a national forest, or a rare, old whisky.

Things are different today.

Gurrent Fed chairman, Paul
Volcker, is often rated second
in importance only to the U.S.

Food for thought for Irish businessmen at a Dublin lunch



"Now yon stay on there or Mr Rinnock will get you!"

INDIA IN ELECTION YEAR

Mrs Gandhi prepares her ground Why frankness is

By John Elliott, South Asia correspondent in New Delhi

BY THIS time next year Mrs Gandhl makes, Indira Gandhi will have been Even the removed from the premiership of India for the second time Butt, the Kashmir separatist and ber political career will be leader, a few days after an almost over. Or at the age of Indian diplomat was killed in 87, she will have won a new Birmingbam, is seen by some as mandete for herself and the extra time she needs to groom her son Rajiv as the new standard bearer for the family dynasty, which started with her Mrs Gandhi's Congresa I (for father, Jawaharlal Nehru, the Indira) party is the only viable nuntry's first Prime Minister. national party operating in Since she was elected four India, it alone is fit to govern. country's first Prime Minister.

vears ago, after three years in opposition, Mrs Gandhi has bad vears ago, after three years in She must go to the country opposition, Mrs Gandhi has bad hy early January, five yeers some success in invigorating after she defeated the former the country's sluggish economy. She has eased hureaucratic and nther industrial controls and extolled the importance of advanced technologies, while not ignoring the poverty of the majority of the country's 700m population

Politically she has been trying to live down the memories of her controversial 1975-77 stete ncy, keeping as tight a control as possible on her vast and fragmented country from New Delhi. She has had to cope with sectarian violence in states like the Punjab and Assam and with extremist problems in other border areas like Kashmir.

She bas kept up a policy of brinkmanship with Pakistan, but has also struck a balance between the East and the West which internationally has given ber extra credibility as current of the Non-aligned

Alteria designa

stakes involved in winning another term of office

Even the execution last weekend of Mohammad Manbool a demonstration of firm central Government action in the face of violent factional opposition. The message is simple: since

short-lived Janata Administra-tion, and sbe might be persuaded to go earlier: a good monsoon last year, the disarray of her political opponents, and the international acclaim India received as the host of last year's Commonwealth and Non-aligned conferences, could still encourage her to go to the polls

But Parliament in New Delhi was last week summoned for its budget session, to start on theme to offset the growing February 23. This is widely appeal of the regional political regarded as a signal that parties. barring unforeseen crises there The will not be an early poll. Mrs
Gandhi could still surprise
observers by having a small
budget and cutting short Parliament's three months of subsequent dehete to hold e spring bas tried to assert strong central election. It now seems more control over the country's likely, however, that she will go federal structure. In 1980 it to the country either in the was elected with 351 out of 542 autumn or at the end of the

A later election would give Rajiv longer to develop as a politician who could take up his and the eventual succession for first ministerial post if she wins. lar appeal has emerged. her son seem now to govern it would also give ber more almost every political move Mrs time to discover a unifying Government, led by Mr Chandra



The Congress Party has dominated Indian politics since before independence and bas short-lived 1977-1980 period of Janata party government. It seats in the Lok Sahba (per-liament), but with only 43 per cent of the votes cast. No opposition leader approaching

Shekhar, bas now formed a Leftinclined alliance which has been bolding meetings with the country's two Communist parties, and some regional parties such as the one run by Mr N. T. Rama Rao, a former film star, in Andhra Pradesh. It is the regional parties which really worry Mrs Gandhi. A year ago she suffered humiliating defeats in the pre-

vious Congress strongbolds of Karnateka and Andhra Pradesh, ond a regional party is in power in Tamil Nadu. The regional party in Jammu and Kashmir Mrs Gandhi'a stature and popular appeal has emerged.

The rump of the earlier Janata
Government, led by Mr Chandra Bengal. In Assam and Punjab.

governed by Congress (I), rest of the financial year and militant local communities projects have been delayed want to wrest powers from New hecause of a shortage of

leads to violence and bloodshed, there is no lhreat of India breaking up. Separatist move-ments abound, but the reel demand is for the states to be given more economic and other

and West Germany have just over her political opponents by overtaken the UK as major revising the constitution investors and industrial col-laborators. Japan has decided for the first time that India is a fruitful industrial as well as trading partner.

These countries are recognising that India is a more attraccountry to operate in. But industrial growth, hovering at around 5.5 per cent, is still held back by bad electricity supplies. a cumbersome and often corrupt hureaucracy.

The current account of the balance of payments is bealthy, bowever, with gross reserves equalling four months' imports, and Mrs Gaodhi bas been chie to tell the IMF that India does not need the final SDR 1.1bn of its three-year SDR 5.2bn short-

term loan due this year.
The government is still short of longer-term development finance end is worried by the cut in the World Bank's Inter-national Development Association long-term soft loan funding. Public speeding bas been pruned by 5 per cent for the

want to wrest powers from New hecause of a shorlage of domestically raised public funds. Mrs Gandhi has referred to a "financial crisis" hitting there is no threat of India all project expenditure, which the state of the state may he an overstatement, but

the government is determined that India should avoid the debt problems of countries like prootems of countries like Brazil in its development.

In her favour in any election is the relatively strong economic strategy is still in doubt. Her situation. Mrs Gandhi has loosened India's traditional protectionist policies and the control of the control o revising the constitution and either delaying the election or making berself into a U.S. style executive president.

Her son says an executive presidency was considered "two or three years ago." But although it would bave provided "a unifying force." It was not though! worthwhile. Alternathought worthwhile. Alternatively but less probably, she could move in to semi-retirement in the present non-executive Presidency when the incumbent's terms of office exoires in three years. This would have the work of the Pairs leave the way clear for Rajiv

Gandhi to succeed her. Her first challeoge is the general election. It is generally assumed that she will lose some seats, especially in the South, hut will probably hold onto power. The big possibility, one that she will find difficult to stomach, is that she will be forced to forge an allience with the Communists or some of the other smaller parties which have proved such an irritant in

Politics today, by Malcolm Ruther and, will appear tomorrow.



Lombard

the best policy

By David Buchan

in Moacow this week that arms control needs e climate of better and broader East-West confidence if it is to succeed.

Confidence, she could have gone on to say, requires that one side can place a degree of trust in whet the other says.
Otherwise, the "trust issue"
will become an even bigger
obstacle in arms control negotlations, where the West has laid increasing emphasis on proper verification and checks that the Soviets would do wbat

fn this sense, it is a Soviet setback to have the West discover in the past week that Soviet officialdom had been telling, albeit for very understandable reasons, an extended and elahorate untruth ahout the late Yuri Andropov. The Soviet claim, repeated for six months, that Mr Andropov had simply a "cold" wore very thin. But so long was the catalogue of his ailments announced after his death by his doctors, that all the rumours in the West about diabetes and kidney prob-lems turned out to he only part

of the sad truth. The Andropov case was, perhaps, an exception. But its per-verse effect will be that the minute the 72-year-old Konstantin Chernenko misses a speech or a parade in the Soviet official calendar, perhaps because of a bono fide cold, the rumour mills will whirr into action, inside and outside the Soviet Union. It is harder for leaders in parliamentary democracies to

escape close scrutiny; they have to stand up regularly in their legislatures. Presidential systems, between elections, can provide fractionally more privacy. In earlier days of the U.S., a discreet veil was drawn over the bealth problems of Presidents Wilson, Roosevelt and Elsenhower towerds the end of their terms. That is impossible

Quite apart from their ahhor-rence of the "fish bowl" lack privacy in which western leaders function, there is another reason for the Soviets' intense secrecy about their leaders. They know that foreign overnments, like the Kremlin Itself, keeps dossiers on the

MRS THATCHER put il the tions accordingly. Il a leader is right way round when she said known to be sick, his foreign counterparts may choose not to: e) support him, b) oppose him or c) negotiate seriously with

To take an historical example. it can be argued that India might not have been partitioned if British and Hindu leader. had known how seriously ill was Mohammed Ali Jinnah, the Muslim nationalist creator of Pakistan who died a few months after partition. To take an im-mediately pertinent example, western leaders might not have bothered to try to negotiate with Mr Andropov had they known how ill he was, and equally might he tempted to slacken their efforts, if they came to suspect the same of Mr Chernenko.

If the Soviet Union were less important a country and run by a truly collective leadership, as in post-Tito Yugoslavia where almost facelessly the presidency almost facclessly the presidency rotates every year and the premiership every four years, all this would not matter so much. The Soviets might not mind telling more about their current General Secretary, and the West would not be so anxious to know. But the Soviet Union is a nuclear superpower run at least in the nast by run, at least in the paat, by general secretaries who have built enormous power out of

tion in the Polithuro.
Is there a Soviet self-interes In being franker in the future?
It would probably not lie in the painful personal side-effects of present practice; apparently for fear that his early departure from the Stockholm disarma-ment conference would give the world a sign, Mr Andropov's diplomat son. Igor, did not arrive back in Moscow until after his father had died.

It could lie in an awareness that Soviet credibility has been damaged by the bandling of the Andropov demise. It needs repair, if the new Soviet leader-ship is to get the arms control agreements it says it wants.

Recently, Soviet negotiators in the conventional arms talks in Vienna and the chemical weapon disarmament talks in Geneva have shown more will-ingness to agree to verification measures. Verification in arms control and veracity in public health of other leaders, and stetements are needed. They make their diplomatic calcula- are two sides of the same coin.

RAJIV GETS ACCUSTOMED TO HIS PLACE IN THE DYNASTY

GANDRIL, Mrs Gandhi's 39-year-old son, is now prepared tentatively to stand to be Prime Minister of India. He acknowledges that he is "in politics for life."

But when asked whether ultimately his ambition is to succeed bis mother, he says:
"I think that question will
come up, yes. And I would
not shirk the issue." But he adds that he has been in this game only for a couple of years, and needs more experi-

ence. It is "all a long way off," he says. The reticent answers are

not those of an experienced politician parrying questions. Rajiv Gandhi is a shy, quietly-spoken man who seemed not to have had any intention of entering politics until his contreversial and politically active brother Sanjay died four years ago in an aircraft erash. Rajly was then an Indian Airlines pilot and appeared happy with his life.

Nevertheless be seems to have accepted his potential destiny, and has developed considerably since his mother thrust him into politics. He

He is married to an Italian

is becoming used to being the centre of attraction and even adulation and sometimes of exercising anthority.

"Today's leader - tome row's bope. Welcome Rajiv Gandhi" proclaimed several thousand posters in Calcutta when he arrived with his mother for a recent Con-gress I conference. Rajiv and his wife live in

New Delhl with Mrs Gandhl in one of the large rectangular white hungelows which line the wide avenues of the elegant city centre laid out by

Sir Edwin Lutyens,
He is currently general

secretary of Congress I, with special responsibility for party organisation and youth affairs. He is trying to "systematise" and improve the organisation of the party which, be says, was in a fairly bad state.

His political future will soon face a key test. He is to stand for re-election as an MP in the Uttar Pradesh constituency of Amethi, where Sanjay'a charistmatic 27-yearold widow, says she will stand against him, baving last year set up her own rival political

Maneka and her four-year-old son were thrown out of the family bome nearly two years ago by Mrs Gandhi. She would have little chance of winning an election against Rajiv elsewhere, but might just beat him in Amethi.

Congress I is preparing the ground well, however, and Rajiv confidently states that be will wip. He could insure his political future by standing somewhere else at the same time (all candidates can stand in more than one con-stituency) but says: "I am 90 per cent convinced I don't need to."

Pandora's box and tax law.

Sir, -I think that A. H. Hermann, your Legal Corre-spondent, is misinformed (February 16) regarding the recent decision in Furniss v Dawson. The Law Lords said that there must be a pre-ordained series of transactions and that some of the steps in the series must heve tax avoldance as their only purpose. A solitary transaction is not affected as Mr Hermann asserts. Where there is such a pre-ordained series, the tax avoldance transactions are ignored and the end result is taxed in a way appropriete the tax statute in question. The decision in Dawson's case seriously impedes, even if it does not defect altogether, the shility of companies to group their capital losses which was, I think, the fear expressed in your edition of February 10.

The Inland Revenue may assure us that in practice it will not apply the decision strictly in this area, but is that a proper way to run a tax syslem? The Law Lords in Dawson's case dld not deprive the Duke of Westminster's case of meaning hut confirmed its true meening, that you cannot for tax purposes say that payments under a genuine deed of covenant beve some other character (as, for example payments of wages) merely because in substance echteve the same financial result. Whether the Dawsons dld or did not borrow the money from their genuine investment company is irretevent lo the judgment and its application to other tax deferral

to the same

The trouble with taxing according to Parliamentary intent is that Parliament rarely

I act for a limited company clients' accountant was later in Whitchurch Hill, expresses its intent in any in whose only asset is a valuable formed, on an informal basis, Reading, Berks.

Letters to the Editor

clear way in reletion to complex | investment property in the book tax legisletion. Circumstances arise that were not even in Parliament's contemplation. Even when an intent is expressed that is no necessary guide to eventual interpretation hy the Courts, as is illustrated hy the decision in Leedale v Lewis, a House of Lords' decision which bas previously formed the subject of correspondence in these columns. Few of the tax fraternity went at the passing of artificial tax

avoidance schemes such as that in Ramsay. By applying this approach to a "simple and honest tax deferral scheme (Lord Brightman'a words, not mine) the Law Lords bave, bowever, opened a Pandora's Malcolm Gammie.

Verum House, 70 Finsbury Pavement, EC2.

From Mr L. Kendall Sir,—I was interested in the articles of Clive Wolman and Lex on February 10 in connection with the recent House of Lords decision in the Dawson

I have recently heen closely involved with the Inland Revenue in seeking clearance under sections 460-468 of the ICTA 1970 for a straightforward commercial transaction involving a cepital gain which could not in any way be described as a "special scheme" and was a straightforward commecial transaction, the parties involved being completely unknown to each other.

at about one-third of its real value. Terms were egreed for a sale of this investment to a well known institutional pension fund and simultaneously were selling the sbares of the compeny to another quite unconnected compeny, which was intending to set off capital losses against the capital gain

The price my clients were receiving was well over the net asset value after CGT but, nevertheless, showed a substantial discount on the before tax figure . It was this sum which was the acquiring company's Inland Revenue clearance

was sought and subsequently refused although it was wilting to grant my clients and their advisers an interview which I attended. It was clear, at this meeting, that the Inland Revenue's real objection to this transaction was thet my clients were benefiting by the purchasers tax situation and were. therefore, gaining a consider-able figure in excess of the net

to, say, the sale of a short sons, choose not to marry or, leasehold investment to a gross having married, to divorce, will fund or the sale of an industrial now be treated as if married Investment with the benefit of (and their incomes and capital IBA's to a high tax payer. In gains aggregated) for tax purboth of these instances, the poses? And what of maintenpurchaser is prepared to pay a higher price hecause of the purchaser's special tax circumstances.
All of our arguments were,

apparently, to no avail and my clients' accountant was later in-

that the Inland Revenue also objected to the purchasing company (and others like them) avoiding the payment of capital by offsetting capital

This, of course, does not help my clients who thought they were entering lnto geouine commercial transactions but, under-standably, were not prepared to proceed without clearance and with the possibility of litigation up to the House of Lords where, if unsuccessful, the capital gain would be treated as an extra-ordinary dividend at a tax rate of 75p in the £1.

Lord Scarman's comment in the Dawson case thet "The law in this area is in an early stage of development" is obviously an understetement and I strongly feel that the Chancellor of the Exchequer should come out with clearly defined guidelines in the next Budget in order to save considerable future waste of time to say nothing of horrendous legal feea. Leslie B. Kendall.

Cooper Kendall and Co. 92, Gloucester Place, WI

Sir,-Are we to take it, as a result of the recent House of Lords ruling on tax avoidance, that people who take out or alreedy heve mortgages on their bouses for the gratuitous tax able figure in excess of the net asset velue.

I argued that this transaction was no different, in principle, that couples who, for tax reaance and affiliation orders made in favour of the child for no reason other than tax avoid-

ance?
D. G. Lindsay,
36 Orchard Coombe,
Whitchurch Hill,

BURR-BROWN Burroughs Swift Chemical Company SURGIKOS ETHICON ETHICON

Livingston is the ideal base within the U.K., as shown by the many well known multinationals who have located here. There are bright, modern Factories and Offices in the heart of

Central Scotland only

twenty minutes from

Edinburgh and

not much more from Glasgow, The financial incentives, the environment, the communications and the productivity

performance all combine to make for successful and profitable business.

the accent's on living

Contact James Pollock, F.R.I.C.S., Commercial Director, Livingston Development Corporation, 1 Kirk Lane, Livingston, West Lothian, EH54 7AD. Telephone: 0506-414177 Telex 727178, Prestel 224460.

which selective rate-capping might bring to some non-domestic ratepayers. This over-

and (because it will reduce hold-back) for the level of the PSBR. As high spending councils spend less, paradoxically the SBR will ceteris parihus.

The benefit of rate-capping to the non-demestic relepayer de-the non-demestic relepayer of the lase figure for wage infla-pends on that ratepayer's fiscal tion and the substantial reduc-circumstances. A non-profit tion in the proportion of local will be covered; if he excludes organization in a high spending authority spending funded West Midlands County Council. Kennington, Oxford.

From Mr J. Egerton

Sir,—The debate on the relevance of the rales Bill to industry being conducted in your columns (February 7 and 9) has focused on the advantages

authority (eg the CB)) will beneby central government over that period. While some of per cent will probably be the 12 boroughs are undatter abolition of doubtedly both incompetent the Greater London Council and reckless. authority will only benefit by 48p in each £1—ie the benefit net of corporation tax.

The assessment of what is a

reasonable rate level is by no simplifies the issue and places means simple and the views of the rates Bill dangerously out of industry and Mr Jenkin may have implications both for the distribution of total rate support grant between analysis action the fact that in 19 more than 100 per cent in the past five years. Total local one could achieve by adjusting

and structural arrangements which the Government has oo proposals to change.

for the number of heraditaments which will benefit from rate- firms in areas where a council capping can be produced until Mr Jenkin announces which off because the other tier authorities are to be capped, authority loses more in RSG some estimates of the range in than is gained by the cap. While terms of percentege of manu- 1 am sure that Sir Terence facturing establishments located | Beckett is well aware that only authority current spending to in high spending areas can be e limited number of firms will England increased by 102 per made. My (admittedly very herefit, many of his members cent and a figure of 100 per cent rough and ready) estimates are clearly have exaggerated is not so far removed from what as follows: If Mr Jenkin caps expectations of what can be one could achieve by adjusting West Midlands County Council, achieved.

5 and 15 per cent of establish-ments will probably be covered. fn all cases, the proportion

of service establishments will Although no precise figures be less and there must be a reat possibility that even some is rate-capped may end up worse

FINANCIAL TIMES

Friday February 17 1984



Iran claims breakthrough in offensive

BY ROGER MATTHEWS, MIDDLE EAST EDITOR, IN LONDON HEAVY fighting raged for much of fran claimed to have killed or Gulf. Five of the vessels were said fran's oil export facilities. The Sauyesterday in the Gulf war, with Iran wounded f,200 Iraqi soldiers during to have been destroyed. claiming to have broken through the first 11 hours' fighting, but a

Such an offensive had been antic ipated for several weeks and was preceded by five days of fierce cross-border exchanges, involving artillery, missile attacks and air

Iran said it was attacking along a f00-mile front from Mehran, east of Baghdad, to Delhoran further south. The main Iranian thrusts appear to he directed at the Iraqi town of Badra, about 80 miles from the use all the weapons at his disposal capital, and to the south of Tih

which could open up the road to the

large Iraqi military and air force

Iraqi defences at the start of what military spokesman in Baghdad Tehran radio described as a said the advance had been con-

> tack since fraqi troops were forced terday's attack, though, to pull back from around the town of Penjwin in the northern sector during more than two weeks of

tained and part of the franian force

fierce fighting last October and November. Both sides suffered heavy President Saddam Hussein of use all the weapons at his disposal

if Iran attacked again. Iraq claimed

targets" approaching the port of

The five French-huilt Super Etendard aircraft equipped with Exocet missiles, which were delivered to fraq last autumn, are believed to be fully operational. There is no in-This is the first major Iranian at dication that they were used in yes-

Iran has threatened to shut the Strait of Hormuz, through which nearly a fifth of the non-communist world's oil supply passes, if Iraq at-tempts to disrupt its oil exports. Such disruption could be achieved

Saudi Arahia, which has provided yesterday to have hit enemy naval nearly \$20bn aid to Iraq during the targets" approaching the port of 40-month war, has been pressing Bandar Khomeini at the head of the President Hussein not to attack

by attacking tankers approaching

Kharg Island, the main export

terminal, or the terminal itself.

dis and other Gulf states fear that they could be targets if Iran's main source of revenue were attacked.

Western military experts doubted yesterday whether fran could sustain a major offensive even if its troops made an initial hreak-

through. Iraq has constructed defences along much of the border and is superior in armour and artillery, but

most important, it is almost unchal-

lenged in the air.

in almost every large-scale Iranian ground attack since the first few months of the war, fraq has been forced to concede territory. Yester-day Iran said it had "liberated" land its side of the border, occupied by Iraq since the start of the Gulf war in September 1980, and had



Iran has assembled 500,000 men for the offensive. Although that figure appears to be greatly exaggerated, there has been evidence from Tehran of a steady flow of soldiers, rev olutiooary guards and "volunteers," leaving for assembly points oear

Iranians step np war, Page 3

UK plans tight rein on spending

BY MAX WILKINSON, ECONOMICS CORRESPONDENT, IN LONDON

THE BRITISH Government yesterday announced public spending plans showing that it is determined to allow almost oo increase in real

terms during the next three years. Between the current financial year and 1986-87, the Government is planning a rise of only 13½ per cent in public spending to a total of £f36.7hn. The rise will be only about f percentage point more than

the iocrease in prices that the Trea-

sury appears to be assuming during

The two volumes of the Public Expenditure White Paper (policy document) were introduced yesterday hy Mr Peter Rees, the Treasury Chief Secretary, He said the plans showed a sharp decline in the growth of public expenditure from year to year with cash increases of 5 per cent, 4% per cent and 3% per cent in each of the next three years starting in 1984-85.

The White Paper shows that the Conservative Government is plan-

 A fierce squeeze on local authority spending, whose total budgets are expected to fall hy 2 per cent in cash terms and by 7 per cent in "real" terms in the next financial year - with a further decline of about 2 per cent in real terms during the next two years.

squeezed sharply in 1986-87, when

pires. That pledged a 3 per cent-ayear increase in real terms. The rise in total defence spending is planned to be only 3.3 per cent in cash terms for that year, compared with a 6 per ceot rise in 1985-86. The figures include spending oo the de-

fence of the Falklands fslands. A further £450 m has been allocated for the defence of the Falklands in 1986-87, The White Paper shows the total extra costs of lost equip-ment, huilding a oew airport and garrisoning the islands are expected to be £f.69hn io the three years from f984-85 to f986-87. The sums, added to those already incurred. hring the total projected cost of the Falklands war to £3bn.

 Sales of assets including British Telecom are planned to hring in £2hn a year throughout the period. Nationalised industries are expected to be returning substantial profits in two years' time. That suggests that gas and electricity prices will be encouraged to rise to "economic levels" to belp the public spending totals. The White Paper assumes oo substantial sale of

£770m more than predicted in the White Paper a year ago. The overshoot is, however, less than was ex-

Nigel Lawson, the Chancellor of the Exchequer, had oot announced about £1hn of speoding cuts and additional asset sales in July.

• Inflation for the whole economy (as measured by the GDP deflator) assumed to be 5 per cent in the next financial year, the same as in the current year. The White Paper implies a deflator of 4 per ceot for 1985-86, with a deflator of 3-31/2 per cent the next year. However, inflation figures are not given explicitly for the last two years of the survey.

 Total capital spending by the public sector is expected to fall by 3% per cent in constant prices in the next financial year compared with the level in the current year. Capital spending in 1984-85 is projected to he no higher than it was six years earlier at constant prices.

The White Paper shows that the Government is still far from its ob- lic expenditure." jective of reducing public spending as a proportion of total national income. Next year it is estimated that planned spending and debt interest will amount to 42 per cent of nationthose industries during the period. al income in money terms. That ● Public spending in the current compares with 44 per cent in year is now expected to be £120.3bn: f98f-82, but is still higher than it was in 1978-79, under Labour, when the figure was 40% per cent.

If the Government succeeds in pected towards the end of last year. holding departments close to the

the present commitment to Nato ex- It would have been greater if Mr tight cash totals in this White Pa per, spending should fall significantly as a proportion of national iocome as recovery proceeds.

> The Government's chance of success, however, will depend on the rate of inflation continuing to fall. Next year's plans are hased on the assumption that the public sector wage hill will rise by no more than 3 per cent. The assumptions for the next two years are not stated, but they must be close to this figure.

> Peter Riddell, Political Editor, writes: The White Paper was strongly attacked last night hy the economics spokesmen of all the opposition parties.

Mr Roy Hattersley, the Shadow Chancellor, argued for Labour that the Government had "undermined the housing, bealth, education and social security programmes and still not kept their promise on pub-

In detail, Mr Hattersley argued that the Government was planning a further assault on services pro vided by local councils and was sell ing the nation's seedcorn (and selling it cheap) to create the appearance of prosperity at the expense of genuine long-term recovery.

Holding back on UK spending; Editorial comment, Page 18; See Lex this page

Japanese welcome **EEC** trade proposals

By Jurek Martin in Tokyo

THE JAPANESE Foreign Ministry has suggested that relations with the European Community have been given a new dimension this week hy radical EEC proposals for tackling Japan's swelling halance of payments surplus.

A senior ministry official who took part in the negotiations said Japan did not accept either the numbers underpinning the EEC roposal or the policy prescription, escribing them as "too dramatic."

He broadly welcomed the Com-munity's "maturity" in trying to shift its relations with Japan away from perpetual demands that Japan remove tariff and non-tariff barri ers to European products.
In a nutshell, the EEC told Japan

that in order to avoid an uncontrollable escalation of the yen's value it should consider raising domestic in-

JAPAN bowed yesterday to strong pressure from the U.S. and Europe and relaxed rules on the testing of some foreign prod-nets before they can be sold in Japan, Reuter reports from To-

Industry Ministry officials said Japan would accept tests by overseas laboratories on electrical goods, chemicals and some other products, instead of asking foreign companies to pay for Japanese officials to go overseas to do the checks.

The new rules will not cover cars, drugs and food products, which have caused the loudest Western complaints.

terest rates, even at a cost to economic recovery, and thus "manage" a gradual appreciation of its curren-

cy.

The idea appears to be the per-socal conclusion of Herr Heinrich Matthes, who joined the Commission three weeks ago as deputy di-rector-geoeral for economic and fi-nancial affairs from the West German Bundesbank,

The Matthes typothesis, admitted the Foreign Ministry official, came as "something of a surprise" when submitted this week, probably because of its author's recent arrival on the Commission staff. It is, however, believed to overes

timate - hy about \$10ho - the likely size of the Japanese current account surplus in the oext fiscal year, as well as suggesting that Japan espouse politically unsaleable mooetary policies. The Japanese Foreign Ministry is

at present engaged in a bureaucrat-ic struggle with the powerful Fi-oance Ministry over the extent to which Japan should liberalise its capital markets.
The Foreigo Ministry bas tradi-

tionally been at odds with the even more conservative Finance Ministry which, next week, is meeting with U.S. Government officials to discuss a broader range of financial and mooetary issues. European complaints about Japa-

nese practices were matched by Japanese criticism of European trade restrictions, both Community wide - in the shape of export restraints undertaken by Japan - and hy individual nations, most obviously France, whom Japan openly suspects of purposely withholding im-port licences.

fn general, Japan feels that the EEC is becoming obsessed by its hilateral trade deficit with Japan (\$10.4bo last year, according to Japanese statistics and more than \$12bn according to the EEC) and is ignoring the fact that, as a whole, the Community is running a trade surplus with all its trade partners. Perhaps the most popular single

trade-related document in Tokyo today is this year's report by the U.S. Presideot's Council of Economic Advisers; in particular that part which concludes there is only so much that can be done about mer-chandise trade imbalance with Japan and that the U.S. (and, in Japa-oese eyes, hy implication the EEC) ought to be taking a much broader

Budget Day Government statisticians must

THE LEX COLUMN

Flags at hand for

REDUREMENT

The Treasury will also encounter a degree of scepticism about its spending projections, contained in

yesterday's paper. For all the re-classifications, basic capital ex-penditure still looks low and the

The market for electronic finan-

cial news is abviously moving on

apace. Even before the Big Bang,

the shift to U.S. style sophisticated

financial instruments is pushing new products into the hands of the

data-gatherers faster than they can

handle them. The more odd, then,

that yesterday's interims from Da-

bungry community, the City of Lon-

Datastream may be small fry

easily be matching the overtime working now being recorded in the private sector. Yesterday the Treasury and the Bank of England deluged the City of Londoo with numbers, perhaps in the hope that one or two of the more awkward items might float silently past. On balance, the historic data looked more encouraging - and needless to say more convincing - than the legislative paper on expenditure and the latest thoughts on the future of narrow money.

As the end of the financial year approaches, the public sector borrowing requirement (PSBR) and the monetary aggregates are behav-ing tamely enough to permit mod-est self-congrabilation on budget day. The January public sector sur-plus of £2.3hn makes it reasonable to expect the full-year figure to come in below the magic £10bn, even though last month's unexpectedly good number looks as if it owed more to the buoyancy of seasonal tax receipts than to a reassuring expeoditure trend.

The healthy state of public sector finances has apparently not been lost on the Bank of England. The breakdown of January's banking figures reveals a low level of net gilt-edged sales, strongly suggesting that the authorities have been taking the opportunity to buy in overall spending plans are predicat-ed on some fairly optimistic growth and inflation assumptions. short-dated stock. The other asset counterparts of

sterling M3 are trickier to interpret. The seasonally adjusted figure for sterling hank lending is roughly £500m below the more pessim forecasts, but it is certainly too early to conclude that the rising trend as now been reversed. The seasonal adjustments may well have failed to reflect the underlying increase towards the end of last year. The most puzzling figure in yes-

terday's M3 data was a £1.5bn in-crease, seasonally adjusted, in the external items. A revaluation of foreign currency assets by a reporting institution accounted for a third of the rise, and industry will be boping that the rest reflects a surge in export financing early in the year. If that proves to be the case, the Chancellor of the Exchequer have even more to be pleased about in a month's time.

ft now looks almost certain that he will use the opportunity of the budget to launch Mo as a targeted aggregate. Yesterday, the Treasury carefully laid the ground with a

that new primary markets are opening up all the time. That same pare of change makes Datastream's prospects hard to assess. The market is an odd one - a restricted number of major clients (a mere 400, in Datastream's case), with an unquantifiable appetite for new data. But it looks an awkward market for new entrants to crack

the pace of financial change means

Composite insurance

There are six green bottles left sitting on the composite insurance wall after Eagle Star's accidental fall and the approaching series of 1983 results for the sector will be econometric harmony.

The message of the banking figures was more discordant. Mo itself viewed with a keen eye to any bid implications. This can reasonably be expected to ensure a generous has increased by only 5.7 per cent round of dividend increases, perover the past year while the growth haps in the 10-15 per cent range for in M2, another narrow money mea-sure, has exceeded 10 per cent. With all but Commercial Union. Yet neither the prospect of further takeall the hroader aggregates still showing double-digit growth, the overs nor the possibility of still higher pay-outs has been much ap-parent help to the majors share market will need some persuading that Mo is all the Treasury cracks it prices over recent months.

Yesterday's market reaction to the careful statement from Allianz was quite consistent with the shares drab performance. More attention seemed focused on the denial of any talks over Phoenix than on Allianz's diffident notice of further interest in the UK industry. Phoenix itself, meanwhile, is the only one of the six majors still enjoying a substantially higher share rating than it had four months ago when the first Eagle Star bid appeared The other shares picked up a small bid premium initially, but it quickly faded and today the sector offers a yield 1½ times higher than the mar-ket average - close to a record high.

If this suggests a bad case of the jitters ahead of the 1983 results, the news from U.S. industry has certainly not been a calming influence. tastream - pre-tax profits up 63 per Last year's catastrophe losses in cent to £1.7m - should have come as the U.S. have emerged at \$1.9hn. a surprise to that especially news- against \$1.5bn in 1982, and this alone has had City of London analysts paring away at their forecasts for Commercial Union in particular.

compared to the likes of Reuters or Clouds of this kind blowing in Telerate, but it is securely lodged in from the U.S. carry little or no silits own market niche. The big play-ver lining, predictable as they are. ers in the financial data business. At least it seems possible that nthare primarily concerned with sup- er, less expected developments - a plying real-time, first-hand infor- nasty bout of reserve strengthenmation. Datastream's business is to ing. say, or continuing deterioration present, in a sophisticated form, a in worldwide commercial lines - second-hand data bank. It seems 'could offer some consolation by scarcely worth while for the major turning all that loose bid talk into operators to spend money on tack- some firm market action.

Computer trade 'stifled'

Continued from Page 1 to hy Mr Tehhit in his discussion with senior members of the U.S.

ft is known, however, that Mr Tehbit expressed concern over the cootrol of "intangible" technology, and the authorities' increasing readiness to har non-U.S. nationals from scientific conferences both in the U.S. and Europe.

Many of the questions raised by
the fCL report are the subject of

secret negotiation io the Parisbased Co-ordinating Committee for Multilateral Export Controls. While agreeing on the need to prevent militarily useful technology leaking to the Sovict Union, the allies have been unable so far to decide where to draw the emhargo line on computers and software. The British have rejected outline

proposals by the U.S. and others for general controls on knowledge carried in technicians or scientists' heads. Their objections are that such controls are both unenforceable and contrary to Britain's unwritten constitution. Commenting on the ICL claims

yesterday, a U.S. Emhassy official in London denied that U.S. export controls were arhitrary, although li-

As for the allegation that the U.S. market was virtually closed, he cited Marconi's sale of display units for the F-16 fighter. There were some Congressional and security restrictions but they were not imposed across the board.

The official confirmed that the U.S. authorities were tightening up

Insurance men 'had | U.S. offer secret payments'

Continued from Page 1

The Department of Trade and Industry, the City of London Police fraud squad, investigators in the Lloyd's insurance market, and the present management of Minet trace where at least \$57m disappeared. So far, \$40m has been located in Gihraltar, hut other cash has found its way to Liechtenstein

ceived 582,500 as beneficiaries of Cafix sub-account No 7957. Sedgwick Group said in a surprise statement yesterday, without specifying the amount of money the two had received, that the meo had received payments "at a time when they where employees of the Sedgwick Group from Mr Peter Cameron-Wehh or a company controlled hy him. Neither of the individuals coo-

Continued from Page 1

Government, which is wrestling

with a series of restructuring prob-

lems in declining industrial sectors such as coal, shipbuilding and steel.

subisidiary of the Peugeot group,

Renault 'to cut jobs'

Dixon and other former executives cerned in their personal capacity of Mioet, including the former without the knowledge, or any imgroup chairman, Mr John Wallrock, propriety on the nart of Section of Section 1981 propriety on the part of Sedgwick Group.

In its latest accounts, published in March last year, Sedgwick said that it had sought assurances from all directors of Sedgwick Group and Holdings have been attempting to all executive directors of all subsidiaries worldwide "that they were not party to any such improper arrangements" involving reinsurance schemes. "These assurances have been received," said Mr Neil Mills, the group chairman.

Sedgwick, and its Bland Payne companies, acted as broker to the Minet syndicates arranging reinsurances for the Lloyd's underwriting members with a wide range of offshore interests.
Until October 1981 Mr Mills was a

director of the Minet underwriting agency WMD, which was managed hy Mr Peter Dixon Sedgwick said vesterday: "So far

cerned is still employed by the as we know, the payments to Mr Sedgwick Group."

Naude and Mr Adams were the oo-Sedgwick Group." Naude and Mr Adams were the oo-Sedgwick added that "payments ly payments made to employees of were made to the individuals con-the group."

ture in France remains gloomy. The

French Labour Ministry yesterday reported that the number of people

on Namibia ceasefire

By J.D.F. Jones in Johannesburg THE U.S. will participate if it is asked, in a South African-Angolan Joint Commission which has been set up to monitor the ceasefire in the Namihian border war.

This was announced yesterday in a statement at the end of tripartite ministerial talks in the Zambian capital Lusaka between South Afri-ca, Angola and the U.S. ft was confirmed last night by a

visibly jubilant Mr Pik Botha, South Africa's Foreign Minister, who told a press conference that in his opinion a ceasefire was now in effect in the border war. Mr Botha said the Joint Commis-

sion might at first be composed of a couple of hundred military persoonel to be provided equally by South Airica and Angola. According to the Lusaka statement it had been agreed that "a small number of American representatives could participate if both parties asked."

Mr Botha said that, while the joint commission had held its first meeting yesterday in Lusaka, no such request had yet been made. He added that no other country would be involved in the monitoring Mr Botha, who was accompanied

by General Magnus Malan, the Defence Minister, and Dr Willie van Niekerk, the Administrator-Gen-eral for South-West Africa (Namibsuch as coal, shipbuilding and steel.

They also coincide with the announcement at the beginning of this week that Citroën, the large cember 1983.

unemployed had increased on a seasonally adjusted hasis by 0.8 per that South Africa had agreed to withdraw from Southern Angola in terms of a certain timetable. A date had been set in Lusaka for the withwas seeking to reduce its workforce hy 3,500 through early retirements.

The latest figures show 2,135,600 drawal of the last South African soldier from Angola, but he declined to pared with 2,118,600 in December. dier from Angola, but he declined to

Rental trends in 50 major towns A Guide to Office and Inclusived Rental Trends in England and Wales updated every six months ... This new guide to the levels of rents across England and Wales will assist those interested in relocation or property investment. Copies are freely available from: -JLW are indebted to the many firms who contributed to the 50 CENTRES data, JLW Research Library, Mount Street. and whose names are published therein.

VALUATION

Jones Lang Wootton 103 Mount St London W1Y 6AS England. Telephone 01-493 6040, Telex 23858 Kent House Telegraph St Moorgate EC2R 7JL Telephone 01-638 6040 Telex 885557

Vorld, Weather

Snow Report Andermatt (Sw) 180-280 cm Good skiing an alf pistes 200-230 cm Good crust - icy patches Courmayeur (Fr) ... 200-300 cm Excellent conditions everywhere. 70-160 cm Good skiing on all pistes Kitzbühel (Aus) 80-220 cm Good powder Klosters (Sw)138-220 cm Still some excellent powder Muerren (Sw) 160-225 cm Lower slopes worn
Wengen (Sw) 55-150 cm Sunny with excellent conditions European reports from Ski Club of Great Britain representatives.

..... 37-53 ins Packed powder - all runs apen Hunter (N.Y.) 18-80 ins Loose granular - 33 runs open Stowe (Vt) ______ 20-60 ins Loose granular - all 43 runs open Sugarhush (Vtl) ____ 6-37 ins Loose granular - all 47 runs open Figures indicate snow depths at top and battom stotions.





SECTION II - INTERNATIONAL COMPANIES

FINANCIALTIMES

Friday February 17 1984



U.S. JUSTICE DEPARTMENT LEAVES MERGER PARTICIPANTS DAZED

A spanner in the steelworks

BY TERRY DODSWORTH IN NEW YORK

SINCE LTV and Republic Steel announced their plans to merge last September, it has been difficult to find anyone close to the industry who thought it would run into an anti-trust blockade. The Justice Department, however, has not listened to the collective wisdom of the industry and Wall Street. Instead, it has lobbed the steel industry rationalisation ball back over the net, arguing that there are other ways of streamlining besides massive amalgamations.

Dazed by what they clearly consider to be virtually cut and dried proposals, LTV and Republic have so far said very little about how they will react. U.S. Steel, characteristically, has said even less about be difficult to meet the Justice Deits proposal, now clearly endan- partment's objections on specific gered, to acquire National Intergroup's steel activities.

None of the companies involved, however, is likely to sit back quietly and do nothing. The stakes in an industry suffering from a mass of out-dated equipment are too high, and there are several options available. Want to divest. By general consensus, the Justice Department's decision puts Repu-merger idea and go for some kind blic more at risk than LTV. The

The first option would be to fight of asset swapping arrangement the Justice Department through the courts. It is possible to appeal against its decisions, although it could be an expensive and long drawn out process, and would be a difficult case to win on the specific issues identified by the department. The Justice Department found that in two key areas of steel pro-duction the merged companies would be above the guidelines it

uses to determine acceptable concentration Second, the two companies could look at ways in which they could restructure the deal. This is a possibility they are believed to be considering, though here again it would areas of market concentration in carbon and alloy sheet and stain-less steel sheet. These include some of the better facilities which the

companies would not presumably.

partment has said it would support with advice to the two companies. Thia could lead to some streamlining and strengthening of production capabilities in certain products. But it is unlikely that either company would be allowed to pick up the assets that would give it the market domioance the department complained about, and which was one f the main reasons for the merger.

an approach which the Justice De-

They would also be unable to achieve the overall cuts that were to have been one of the cost reduction factors behind the amalgamation. All these strategies clearly bave their disadvantages, and it may be that both companies will exercise their final option and simply walk away from the deal. This possibility was clearly reflected in the share price movements on Wednesday, as investors dumped Republic shares, knocking them back by \$8 to \$21%.

group bas a severely weakened balance sheet and it is already more dependent on its bankers than it would probably like to be, having negotiated a revolving credit agreement for \$357m last year.
At the end of 1982, its sharehold-

ers funds had fallen to \$1.4bn (from a high point of \$1.7bn), while total debt stood at \$893m. Since then it has lost a further \$326m net in the 1983 financial year.

Many analysts argue that it will

not be able to earn enough during

the present recovery period to be able to face the next downturn with equanimity.
It is also widely held that the company needs to sbut down outdated facilities. But it is moving into the classic position of a weak

man and chief executive, and Mr Jack Rutherford, president and chief operating officer, said that the company's improved per-formance came from increased company that can scarcely afford the write-offs involved in a big sales and the benefits of the past plant closure, even though the trad-18 months' restructuring, which bas reduced the break-even levet ing performance may demand clo-sure. In addition, selling off profiby about half in volume terms table bits of the enterprise might compared with 1981. not be a particularly realistic op-

The market for medium and beavy trucks continues to show an neward trend, according to the company, and production has been stepped up by 15 per cent in January, with another 18 per cent increase scheduled for

By William Hall In New York

INTERNATIONAL Harvester.

international Harvester, the debt-laden U.S. farm equipment and machinery, group, has reported a sharp drop in its operating losses in the first quarter ending January 31. The operating deficit fell to \$55m, down from \$111m a year earlier when

from \$111m a year earlier, when the figures were cushioned by a

\$54m extraordinary credit. Sales

rose 36 per cent to \$983m. Mr Donald Lennox, IH's chair-

IH's engine business is also on an neward trend as a result of strong truck and school bus market acceptance of a new 6.9 litre

In the group's depressed agri-culture machinery markets, de-mand remained weak but steps have been taken to reduce inventories so that combine and large tractor production schedules can be increased by around two thirds in the current year.

Harvester French building slump takes achieves heavy toll on industry leader sharp cut BY DAVID MARSH IN PARIS SOCIETE Générale d'Enterprises, price of about FFr 156m as part of ing measures – under which it an-the major French construction com- diversification of activities outside nounced lay-offs of about 3,500 in losses

the major French construction company in which the nationalised Saint-Gobain group took a major stake last year, has announced a net loss of FFr 480m (\$58.3m) last year after a profit of FFr 60m in 1982.

The loss, one of the worst ever by a French building group, underlines the parlous state of the domestic construction sector and also diffi-culties in some key foreign markets. Although part of last year's loss was ascribed to accounting changes, the size of the deficit places a question mark over the entry of Saint-Gobain into the group last summer, before the full extent of the deficit was apparent.

state-owned Compagnie Générale d'Electricité which still has a share of about 28 per cent in the company. Saint-Gobaio bought a stake of about 26 per cent last year for a

in future bave to disclose the finan-

ports instead of only in annual 10Q

filings with the Securities and Ex-

The rule change is part of a package of SEC proposals which is designed to ensure more timely re-

porting and give investors a better

idea of bow the separate divisions

of a highly diversified company are

performing or how individual prod-

change Commission (SEC).

uct lines are selling.

SEC to tighten rules

U.S. publicly traded companies may in future bave to disclose the finan-ministrative action against compa-

cial performance of different busi-ness segments in their quarterly re-proxy statements and tender offers.

its traditional glass and pipe-mak-

ing business.

CGE, which used the proceeds from the sbare sale to help buttress its mainstream activities in electric large and the same activities in electric large activities activi ronics and the energy business, is discreetly pleased that it succeeded in off loading a major stake at a relatively high price. CGE remains as a "sleeping partner" in SGE, but quisilions during 1983.

Saint-Gobain has taken over management responsibility.

lay-offs caused by declining French construction business. Additionally, between FFr 150 and FFr 200m was system which results in the company including in its profit and loss calculations maximum provisions for risk-ladeo foreign contracts. Following the group's restructur-

Mr John Fedders, director of the

the move was aimed at closing a quarter.

SEC's enforcement division, said

loophole in the Securities and Ex-

He said under the act the Com-

mission was empowered to take

corporations to court for misinfor-

mation in proxy statements or ten-

der offers, but for the sake of flexi-

bility the Commission now wanted

workers in France over the last 14 months - SGE hopes for a steadier At the end of 1983 it had about

17,000 employees abroad and 18,500 in France. Turnover last year was FFr 14.5bn compared with FFr 12.8bn in 1982, although the figures are not comparable because of ac-

tion malaise - which particularly Around FFr 160m of last year's hit its Cochery road building and SGE loss resulted from restructur- Thinet construction subsidiaries ing costs associated with large scale domestic turnover last year [cl] 4.4 per cent while sales abroad rose 27 per rent

Among its foreign contracts, SGE SGE's leading shareholder is the added to losses by a new accounting has encountered some difficulties in projects to build a medical college and natural gas plant in Babraio and an airport in Jakarta where it is associated with other French groups

Upturn for

Campbell

By Our Financial Staff

CAMPBELL SOUP, the largest U.S.

producer of canned soups and a

leading company in other conveni-ence foods, has staged a strong re-

covery after a disappointing first

Second-quarter earnings have in-

creased by 17 per cent, from \$47.04m to \$56.02m, lifting net prof-

its for the half-year to end-January

from a corresponding S98.87m to S102.89m. Earnings per share were S3.19 against \$2.79 for the six

mooths and \$1.74 against \$1.46 for

Olivetti to strengthen AT&T ties

By Alan Friedman in Milan

OLIVETTI, Europe's leading data processing equipment company, which recently forged new links with American Telephone and Telegraph (AT&T), is to supply the U.S. group with products worth about \$700m for the U.S. market until

Olivetti's U.S. distribution company, Docutel, meanwhile bas plunged oearly \$21m into loss and is to be reorganised with a com-pletely new product line.

Docutel's poor performance is related to Olivetti's recent agreement to create an international alliance with AT&T. Under the agreement, annunced just before Christmas, AT&T is paying \$260m to buy 25 per cent of Olivetti.

The accord also calls for AT&T to purchase \$250m of Olivetti products in 1984. However, the total value of Olivetti products to be sold to AT& between this spring and early 1986 is likely to come to around \$700m. One of the reasons behind the Olivetti-AT&T bink was Otivetti's need to salvage its foundering American business. Docutel, the Dallas-based distributor, lost \$14m in 1983 against a \$6.7m profit in

Olivetti waited nntil yesterday to disclose the extent of its poor 1983 U.S. performance, saying that in the fourth quarter of last year Do-cutel lost \$13m of the 1983 \$14m deficit. The U.S. company wrote off \$10m in the fourth quarter because of its change in product lines. The \$10m inventory write-down was composed mainly of typewriters

and spare parts.

Docutel's turnover in the last quarter dropped to \$52m from \$64m during the same period in 1982.

New chief for Efim named

By Alan Friedman in Milan THE Italian Government bas

named a new president for Esim, the smallest of Italy's three major state bolding companies.
Sig Stefano Sandri, president of the Cassa del Mezzogiorno (tha de-

velopment agency for southern Ita-ly), has been named to succeed Sig to \$667m. Corrado Fiaccavento, who last week resigned amid allegations of mis-

1983 loss of LA40bn (\$266m) against a 1982 deficit of L389.5bn.

Allianz not ready to decide on U.S. insurance acquisition

BY JONATHAN CARR IN MUNICH

ALLIANZ Versicherung, West Ger- approved a letter of Intent with Allinany's biggest insurance company, is likely to pay an unchanged 20 per cent dividend for 1983 on capital inreased at the start of last year to DM 600.4m (\$183m) from DM 417m.

Allianz said its profits from insurthan in 1982, and that its investment earnings also rose, but gave no details. 1982 the company made on overall net profit of DM 204.8m. Allianz's worldwide premium income last year rose by more than 10 per cent to DM 15.3bn. Non-life, domestic premium income was up by

5.9 per ceot to DM 8.4bn. The group says it is a long way from a final decision on whether to buy the insurance business of Arm-co, the diversified U.S.-steel and enodds that a deal with Armco will emerge at all at "about 50-50."

anz to sell its insurance interests to the West German group for "between 1.5 and two times book val-

At a press conference in Munich yesterday, Dr Wolfgang Schieren, ance business were higher last year chief executive, confirmed that Allianz was interested in complementing its existing U.S. business by buying into an American insurer. Armeo, especially its NN insurance Corporation, could well provide the

> But be said Allianz would be examining Armoo's balance sheets over the next couple of months, to decide whether this really was the opportunity in the U.S. which Alli-

Dr Schieren underlined that Alliergy group. Allianz officials put the anz, for all its desire for U.S. expansion, was not interested in taking over poorly performing insurance operations simply to gain access to Armco said last month that it had

one profitable part. Nor did it plan to become involved in non-insurance financial activities

Allianz revealed yesterday that its U.S. group operations grew very strongly last year. Premium income increased in D-Mark terms by 37 per cent to DM 1.3bn and rose by 19 per cent in terms of the stronger U.S. dollar.

 Armco, the diversified U.S. steel and energy group, said yesterday that it had signed letters of intent to sell two of its U.S. life insurance units for about \$33m.

Under the preliminary agree ment American Plan Corp of Dallas would acquire Armeo's Columbia National Life Insurance Co of Columbus, Onio for "in excess of S20m and Cologne Life Reinsur-ance Co of Stamford, Connecticut would acquire Armoo's 30 per ceot interest in American Life Insurance Co of New York.

Warner expects final quarter recovery

BY PAUL TAYLOR IN NEW YORK

to have returned to profitability in the fourth quarter following a disastrous string of three quarterly losses, caused mainly by its Atari home computer and video games

The company said it expected to post a moderate S5m profit in the final 1984 quarter because of im-proved results from Atari. In the 1982 fourth quarter Warner earned

WARNER Communications, the of about \$420m for the full year U.S. entertainment group, expects compared to a \$257.8m profit in

> Warner expects to report small losses at both Atari and the parent company in the first half of this year because of seasonal factors but believes the worst may be over for

The company, which is in the middle of a fierce battle with Mr Rupert Murdoch, the Australian publisher, who has built up a stake Despite the recent improvement of about 7 per cent in the group and at Atari, which lost \$536.4m in the has said he may seek control, also

first three quarters last year. Warn-reported that it expects revenues to er said it still expects to post a loss decline in the fourth quarter.

Sharp rise at Hoover

HOOVER recovered strongly last if foreign exchange rates had re-year. Earnings rose from \$3.95m or \$3.27 a Mr Merle Rawson, chairman, share, on sales up 1% from \$663m said sales and profits "increased

sales increase would have been higher for the quarter and the year grew much faster than sales

significantly" in the U.S. because of In the final quarter, the U.S. the economic improvement and the group's net profits rose from S3m or new vacuum cleaner models intro-24 cents a share, to S7m or 58 cents duced during the year. In local cur-

Hewlett lifts earnings in first quarter

By Louise Kehoa

HEWLETT-PACKARD has reported earnings of \$95m for the first quarter ending January 31, up from \$85m for the same period last year. Sales were \$688m against \$544m in

"Order levels continue to be encouraging and we are pleased to see economic improvement outside the U.S., with orders from Germany, France and Canada particularly strong," said Mr John Young, president and chief executive officer.

Hewlett-Packard said its domes tic orders were up 31 per cent to \$818m in the first quarter, while international sales gained 32 per cent Mr Young noted that Hewlett-

Packard increased its equity posi-tion in Yokogawa-Hewlett-Packard to 75 per cent from 49 per cent in November. As a result of the owner ship change, Hewlett-Packard's in-ternational orders gain is exaggerated by about 5 per cent, be said. A marked increase in expense: for the first quarter was attributed largely to expensive television ad-vertising of HPs new touch-screen resigned aims an egroup.

24 cents a share, to \$7m or 56 c Profits in those countries also to accelerate its TV advertising programme, he said

MANUFACTURERS HANOVER

change Act of 1934.

The SEC has also voted to ask the option of taking action itself the second quarter.

DIRECTORS

FRANK A. BENNACK, IR

President and Chief Executive Officer
The Hearst Corporation

WILLIAM S. CASHEL, JR. HENRY H. HENLEY, JR.

Chairman of the Board and Chief Executive Officer Chieff, Feabody & Co., Inc. BARRON HILTON

JEROME H. HOLLAND

THOMAS M. MACIOCE

HOHN P. MASCOTTE Charman of the Board and Chief Executive Officer The Confinental Corporation

JOHN K. McKINLEY Chairman of the Board and Chief Executive Officer

ROBERT E. MERCER

JOHN R. STAFFORD

TV. BRUCE THOMAS

CYRUS R. VANCE Pariner Simpson Thacher & Bartlett

CORPORATION & Subsidiaries

MICHEL C. BERGERAC Chairman of the Board, President and Chief Executive Offices

Chairman of the Board, President and Chief E recotive Officer

JOHN F. McGILLICUDDY Chairmon of the Board and Chief Executive Officer

GEORGE B. MUNROE Chairman of the Board Phelps Dodga Corporation

American Home Products Corporati HARRY TAYLOR

Vice Chairman-Administration and Administration and Chief Financial Officer United States Stee! Corporation JOHN R. TORELL III

MARINA v. N. WHITMAN Vice President and Chief Economist Ceneral Motors Corporation

Consolidated Statement of Condition, December 31, 1983 Purchased under Resale Agreements..... Trading Account Assets.....

 Loans
 44,957,257,000

 Lease Financing Receivables
 3.328,004,000
 Total Loans (Net of Unearned Discount Premises and Equipment 686,991,000
Customers' Liability on Acceptances 3,414,038,000
Accrued Interest Receivable 799,249,000

Other Assets 1.338,435,000

 Time Deposits in Domestic Offices
 11,371,240,000

 Deposits in Foreign Offices
 21,680,679,000

Federal Funds Purchased and Securities Sold under Repurchase Agreemeots Short-Term Borrowings
Acceptances Outstanding
Accrued Taxes and Other Expenses 5.289.251.000 3.427.955.000 1,152,300,000 Other Liabilities 912,597,000 Long-Term Debt 2,446,978,000

NOTES WITH MANDATORY STOCK
PURCHASE CONTRACTS 100.000.000 SHAREHOLDERS' EQUITY

Nonredeemable Preferred Slock (Stated Value \$50)
Outstanding 8.000,000 Shares
Common Stock (Par Value \$7.50)
Outstanding 35,333,733,000 Shares 400.000.000 265,003,000
 Unistanding 35,335,735,600 Sector
 487,319,000

 Surplus
 1,518,743.000

 Undivided Profits
 1,518,743.000
 Total Liabilities and Shareholders' Equity \$64.332.308.000

World Headquarters: 270 Park Avenue, New York, N.Y. 10017 London Branches: City Office, 7 Princes St., EC2P 2LR Grosvenor Square, 88 Brook St., W1A 4NF BRANCH OFFICES: Babrain, Sarcelone, Sucharest, Surnos Aires, Cairo, Disseldori, Frankfurt, Cuernsey, Hamburg, Hannover, Hong Kong, Madrid, Manila, Milan, Rome, Sooal, Slogapore, Talpel, Tokyo, Zurich REPRESENTATIVE OFFICES: Amman, Albens, Babrain, Sangkok, Seijing, Beirut, Sogola, Sombay, Surnos Aires, Cairo, Ceracas, Edioburgh, Frankfurt, Jakarta, Kusla Lumpur, Lima, Lisbon, London, Madrid, Manchester, Maxico City, Munich, Nairobi, Oslo, Paris, Rio de Janofro, Sanliago, São Paulo, Slockholm, Sydney Incorporated with Limited Liability in U.S.A.

Over \$17m missing in Minet scandal

over 1,000 Lloyd's underwriting Minet executives. members who form insurance syndicates under the management of squad, which started an investiga-Minet Holdings, one of Britain's tion in November 1982, is still inves-largest insurance brokers, is still

missing. In the scandal which erupted at has an official investigation in prothe end of 1982 it was feared \$40m gress. had been misappropriated. It later Lloy appeared in court proceedings designed to recover the money that signed to recover the money that dential report into the matter present amount which has been diverted Mr Nigel Holland, an accountant out of the Minet insurance syndi- with Ernst and Whinney. The recases is feared to exceed \$57m. So port is being studied by the Lloyd's far Minet has tracked down \$40m of regulatory committees and bodies.

assets in Gibraltar and has yet to The report details how money assets in Gibraltar and has yet to recover the rest of the money for was channelled out of the syndi-

the insurance syndicates. Attempts to account for the full ances to tax bavens. The money amount have so far failed although was channelled to the Isle of Man, investigations are being carried out Guernsey. Bermuda, Gibraltar, worldwide by the company to trace Liechtenstein, Panama and Switthe money, which it is alleged has zerland.

MORE THAN \$17m belonging to been misappropriated by former

The City of Londoo Police fraud ment of Trade and Industry, which

Lloyd's which has carried out an

cates under the guise of remsur-

bow at least \$57m was paid out of ings, who resigned in November money belonging to the syndicates 1982 after edmitting that he had money belonging to the syndicates for so-called reinsurances. But the secretly received benefit from reinamount of money received in Gib-raltar totals only \$40m under the Lloyd's insurance syndicates. reinsurance contracts. Minet and Joshua Hassan, Chief Minister in PCW, which looks after the affairs Gibraltar, which acted as trustees of the syndicate and who is seeking for the companies set up by Minet's to start insurance work on the Informer executives gaioed a ruling surance Exchange of the Americas last month that \$40m worth of as-

glish courts. tailed in their report how the mon- ran the underwriting agency when ey was fed from the syndicates to a Mr Cameron-Webb resigned at the number of Anstalts (linancial end of 1981, received benefits trusts) in Liechtenstein which were through a sextlement called Calix, formed with code names The code names mentioned are publish the report which is under

The investigators have been told former chairman of Minet Hold-

Mr Peter Cameron-Webb, who J.A. Hassan, the law firm of Sir ran the Minet underwriting agency. sets could be recovered in the En- through a settlement with the code name Alix, which was later known Lloyd's investigators have de- as Maderna. Mr Peter Dixon, who

At present Lloyd's has no plans to

Perix Optix, Manix, and Papix. The study. The ruling authorities have

Papix Anstalt was created for the yet to decide whether they will take

benefit of Mr John Wallrock, the disciplinary action.

Magulacturers Hanover Trust Company, New York, New York
Manufacturers Hanover, N.A., Rochaster, Now York
Manufacturers Hanover & A.A., Rochaster, Now York
Manufacturers Hanover & A.A., Rochaster, Now York
Manufacturers Hanover Commarcial Corporation [Bol.], New York, New York
Manufacturers Hanover Financial Corporation, Inc., Huntingdoo Velley, Ponnsylvania
Manufacturers Hanover Leasing Corporation, Wilmington, Dolaware,
Manufacturers Hanover Leasing Corporation, New York, Naw York
Manufacturers Hanover Trust Company of Florida, Miami, Florida
Manufacturers Hanover Vanture Capital Corporation, New York, Naw York MANUFACTURERS HANOVER TRUST COMPANY

MANUFACTURERS HANOVER CORPORATION

Manufacturers Hanover Interestional Sanking Corporation with branches in Allania, Boston, Chitago, Houston, Los Aogeles, Miaml and San Francisco Manufacturers Hanover Asia Ltd., Hong Kong Manufacturers Hanover Asia Ltd., Hong Kong Guernsey, Channel Islands
Manufacturers Hanover Bank/Belgium S.A., Brussels, Bolgium

Magufacturers Hanover Bank of Canada. Torooto, Optario Manufacturers Hanover Bank (Coerosey). Ltd., Coerosey, Channof Islands Manufacturers Hanover Bank Luxembourg, S.A. Luxembourg, Grand Ducky of Luxembourg Manufacturers Hanover Banque Nordique, Paris, France Maoulecturers Henover Exacutor & Trustee Company, Ltd. London, England Maoufacturers Hanovor Export Finance Ltd., London, England Manufacturers Hanover Industrial Finance Ltd., London. England Manufacturers Hunover Investment Corporation, New York, New York Manufacturers Hanover Leasing, SAE, Madrid, Spain Menulacitivers Hanover Leasing, S.A.E. Madrid, Spain Menulaciturers Hanover Leasing, S.p.A., Milan, Italy Manulaciturers Hanover Limited, Loadon, England Maquiaciturers Hanover Money Markai Corp., Mismi, Florida Menulaciturers Hanover Property Services Ltd., London, England Manufaciturers Hanover Trado Services, A.B., Stockholm, Swoden Mallaciturers Hanover Trado Services, A.B., Stockholm, Swoden Mallaciturers Hanover Manulaciturers Hanover Trado Services, A.B., Stockholm, Swoden

MH Credit Corporation Limited, London, England
MH-Credit Corporation Limited, London, England
Manufacturera Hanover Commercial Corporation, New York, Naw York
MH/lovestment Counsel, Inc., Chicago, IL, Dallas, TX, Houston, TX
Modern Portfolio Theory Associates, Inc., New York, Now York

WAR

Dow to sell 50% stake in oilfield services

By Paul Taylor in New Ynrk

DOW CHEMICAL, the second largest U.S. chemicals group, said yes-terday that it plans to sell a 50 per cent stake in its Dowell oilfield services group to Schlumberger, the major U.S. oilfield services and electronics group, for \$440m.

The move will combine the operations of Dowell/Schlumberger, Dow's longstanding joint venture with Schlumberger, and those of Dowell to expand the joint vecture operations worldwide.

The joint venture has operated only outside the U.S., while Dow's Dowell subsidiary has operated only within the U.S. and Canada. Dowell and Dowell/Schlumberger provide similar services to the oil industry.

Schlumberger will continue to be responsible for the management of the expanded Dowell/Schlumberger joint venture which will bave an nual sales of about \$1,5bo.

Mr Jean Riboud, chief executive of Schlumberger, said yesterday: "The Dow-Schlumberger relation-ship has been a good one. We are convinced that expanding it will strengthen our position in the oil-

field service business."

Dow's Dowell subsidiary, which had revenues of \$562m last year compared with \$864m in 1982, has been hit by the recession and the downturn in the U.S. energy sector and made a loss last year of about \$100m. The existing joint vecture has been adversely affected by the recession, although it is still profit-

Peripherals group in red

By Our New Ynrk Staff

STORAGE Technology, a major U.S. manufacturer of computer subsystems and peripheral equipment which are compatible with IBM products, suffered substantial losses for the fourth quarter and full year, largely reflecting its declsion to abandon development work 00 a new mainframe computer, coupled with sharply lower revenues.

The Colorado-based company reported a \$7.8m or 23 cents a share net loss from continuing operations in the latest quarter, compared with a net profit from continuing operations of \$8.68m or 27 ceots a share in the 1982 quarter.

After a \$27.6m or 80 cents a sbare loss attributable to discontinued operations and the cancellation of the mainframe project, the company re-ported a net loss of \$35.4m

Daimler result 'satisfactory'

By John Davies in Frankfurt

DAIMLER-BENZ, the West Ger man motor vebicle manufac-turer, has confirmed that it will report "satisfactory" profits for last year as a result of increased car sales and in spite of prob-lems in truck markets.

The group boosted worldwide sales revenue by 2.5 per cent to DM 39.9bn (\$14.9bn), while sales of the Stuttgart-based parent company went up by 3.4 per cent to DM 32.18bn. Car production rose by 3.9 per cent to 476.000. Sales increased both in Germany and

in export markets, notably in the UK, France and the U.S. However, domestic truck production fell 7.2 per cent to 173,530 and factories abroad produced 16.4 per cent fewer trucks at 47,200, with a particularly sharp fall in Brazil.

British Telecom keeps Paris pair hanging on

BY DAVID MARSH AND PAUL BETTS IN PARIS

from Britain.

THE NEW combined telecom- inclusion in the UK network. Key French executives say munications business of Key French executives say 5m lim France's atate-controlled Clt British Telecom has appeared period. Aicatel and Thomson groups "reticent" so far about the Acatel and Thomson groups may receive a preliminary indication next month whether it stands to receive orders for digital telephone exchanges wants in take all factors into wants to receive orders for merceive orders for merceive orders for merceive orders for wants to take all factors into panies under one group, Thomaccount before making up its

Export sales should thus total 5m lines during the five-year Since the landmark agree-

from Britain.

This follows a series of hilateral meetings between British Telecom and the French Post and Telecommunications authorities over the past few months on the question of opening up the two countries markets for public sector telecommunications equipment.

Fresh sessions between the two sides are planned for the next week or so at which British Telecom will be assessing whether Cit Alcatel's E-10 exchange would be technically and commercially viable for making up its mind.

Possible contracts from products and commercial organisations. While the two companies will retain their products and commercial organisations. While the two companies will respective large public teles of the E-10 and NT-20/NT-25 for Cit Alcatel and Thomson respectively, they have decided to rationalise their products and commercial organisations. While the two companies will retain their respective large public teles of the E-10 and NT-20/NT-25 for Cit Alcatel and Thomson respectively, they have decided to rationalise their products and commercial organisations. While the two companies will retain their products and commercial organisations. While the two companies will retain their products and commercial organisations. While the two companies will retain their respective large public teles of the E-10 and NT-20/NT-25 for Cit Alcatel and Thomson respectively, they have decided to rationalise their products and commercial organisations. While the two companies will retain their respective large public teles of the E-10 and NT-20/NT-25 for Cit Alcatel and Thomson respectively, they have decided to rationalise their products and commercial organisations. While the two companies will retain their respective large public sector to products and commercial organisations. The E-10 and NT-20/NT-25 for Cit Alcatel and Thomson respectively, they have decided to rationalise their products and commercial organisations. son and Cit Alcatel have been

Comdial prepares for European growth with French purchase

BY ELAINE WILLIAMS IN LONDON

COMDIAL, the UK subsidiary of the U.S. Comdial Corporation, has

telephone manufacturer, HPF. company, which makes more than unnamed fourth party is to buy the Im telephone handsets a year for the French domestic market, will make Comdial the second largest

UK company has been allowed to US. This position has been bisbed telephones, and there are altake shares in a French company in this sector, although HPF has altions such as the purchase in Anways been privately owned.

US. This position has been bisbed telephones, and there are altions such as the purchase in Anways been privately owned.

This position has been bisbed telephones, and there are altions such as the purchase in Anways been privately owned.

share of HPF, Paribas, the largest taken a major share in the French telephone manufacturer, HPF.

French bank 15 per cent, with the telephone manufacturer, HPF. The acquisition of family-run per cent stake in the company. An remainder of the shares.

Comdial is to merge its French subsidiary with HPF, with the aim handset maker in France. HPF had of more than doubling production a turnover in 1983 of \$24m, and em- and substantially increasing exploys 575 people in factories in ports from France. At present HPF exports only 13 per cent of its pro-Bonneville near Grenoble.

It is the first time since the nationalisation of most of France's telecommunications industry that a dependent telephone maker in the sets is about 7m new and refur-

Comdial is taking a 456 per cent ics' telecommunications interests

The HPF acquisition comes at a time when Comdial's UK subsidiary has plans for major investment in the UK telecommunications market. It is to build a £12m (\$17.2m) telephone factory at St Mellons near Cardiff in Wales, construction of which is due for completion in

The company intends to manu-

Belgian holding group shows progress

is used as a vehicle for public investment in the private sector, ended the year to last September with a net profit of BFr 298.4m (\$5.4m) against BFr 290.2m the previous year.

During the year, SNI on its own account invested BFr 3.25bn in 38 different companies. Acting for the Government it invested a further ment it invested a further BFr 95.2m in five companies. SNI said yesterday.

THE BELGIAN state holding SNI has invested to BFr 17.56bn dustrial development and company, Societe National in 553 companies on its own renovation and to support comdinvestissement (SNI), which is used as a vehicle for public vested for the Government in 88 exporting possibilities. More

BFr 200m. SNT's involvement is usually through an equity stake or a convertible loan and, by last

exporting possibilities. More than half the companies where it has a financial stake have an

annual turnover of less than

September, 71 per cent of the companies where it had an interest were making a profit.
Total revenue last year was SNI said yesterday.

This brings the total amount SNI is used to promote in BFr 1927.9bn, compared with BFr 1bn in 1981-82.

Carroll seeks 10% cut in workforce as demand falls

workers because of falling home in export markets.

The company, which reported pre-tax profits last year of 1£8.6m (\$9.8m) predicts (\$9.8m) predicts ting results but "disappointing" results but expects to maintain dividends. It blames high tax on tobacco products for most of its

CARROLL, the Irish tobacco from 47 per cent to 56 per cent company, is seeking 10 per cent within a falling sales total.

Carroll's difficulties have been compounded by the dryingworkers because of falling home up of export markets, particudemand and fierce competition larly in the Middle East, which at one time accounted for 25 per cent of total sales.

The company is anxious not to exaggerate the importance of exports to its results. In many ways, its export experiences bave been typical of that of many Irish companies. Carroll does not have the resources to

NEI Africa well ahead

By Our Johannesburg

NE1 AFRICA, the South African subsidiary of Northern Engin-eering Industries, increased pretax operating profits by 47.2 per cent in 1983 largely as a result of profits realised in long-term contracts.

Operating profits were R25.85m (\$21m) against R17.56m in 1982, on turnover up by 9.7 per cent to R210m. Mr "Blitz" Bieber, the managing director, attributes the im-provement to a combination of tighter controls, stock reduc-tion, and the receipt of signi-Clgarette sales have fallen by build up brand loyalties or tion, and the receipt of signi13 per cent over the past four develop products specifically for ficant advance payments by the years in the same period, the overseas markets.

Danish bank rights to raise **DKr 248m**

By Hilary Barnes in Copenhagen DANSKE BANK, Deomark's largest commercial bank, increased net profits from DKr 517m (\$53m) to DKr 1.67hn last year, and reports a balance sheet total bigher by 33 per cent at

DKr 77bn. The bank plans a one-for-four rights share issue which wili raise DKr 248m. An unchanged 15 per cent dividend will be paid for 1983.

Operating profit declined from DKr 242m to DKr 203m, but the adjustment for bond and sbare portfolio values added DKr 2.49hn to earnings. The bank allocated DKr 1.5bn to the reserves. which increased net worth by 47 per cent to DKr 4.7bn.

ENI expects to move out of red in 1986

By Our Financial Staff

ITALY'S state energy con-glomerate, ENI, expects in swing to an operating profit of L619bn in 1986, after operating iosses of L860bn last year. The conglomerate expects to invest some L19,600bn (\$274m) over three years, mostly in energy.

Despite group losses of LL600hn last year, half of which were due to the more than 20 per cent rise of the dollar against the lira, ENI's cash flow improved "con-siderably." The group expects cashflow to improve further this year.

ENI does not plan to in-crease its net debt beyond the current L21,400bn. The company said it was currently involved in restructuring its outstanding debt.

ENT's request this year for a capital injection from the government for the 1984-86 period would be limited to 1.4,700bn

Profits and turnover improve at Canon

BY YOKO SHIBATA IN TOKYO

CANON, the Japanese camera 6 per cent of the total, with a maker which is diversifying into business machines, lifted unconsolidated pre-tax profits by 11 per cent to Y31.17bn (\$133.6m) iast year. Net profits were Y17.57bn, up

5.1 per cent, on sales ahead 22 per cent at Y374.12bn, Net profits per share were Y37.25, compared with Y40.09 in 1982. Camera sales rose by 9 per cent to account for 39 per cent of the total, helped by strong sales of medium-grade cameras (up 24 per cent), which offset a sales setback in high-grade cameras (down 7 per cent), hit

by a worldwide sluggish camera Sales of business machines, accounting for 55 per cent of total turnover, advanced by 35 per cent with plain paper copier sales rising by 33 per cent, and electronics office

equipment np 40 per cent.

Optical Instrument sales rose
by 12 per cent to account for acc

Electronic fuel unit sales help boost Nippondenso

NIPPONDENSO, Japan's largest cent to reach Y71.7bn, belped producer of electronic car comby the business recovery of U.S. producer of electronic car com-ponents, increased unconsoliponents, increased unconsolidated pre-tax profits by 19.4 per cent to Y66.4bn (\$284.6m) last year, thanks to higher sales of car air-conditioners and electronic fuel injection systems.

Unconsolidated net profits were 18.1 per cent higher at Y31.08bn on sales of Y688.83bn, up 13.3 per cent compared with

1982. Per share net profits were Y51.38, against Y52.66. During the year, sales of electrical car parts rose by 9 per cent to account for 27 per

cent of total sales. Sales of car beaters and air-conditioners rose by 11.4 per cent to account for 38.5 per cent of turnover and those of electronic fuel injection systems jumped by 36.4 per cent to account for 10 per Exports surged by 16.7 per

car makers.

Higher depreciation, and research and development expen-

In the current year, Canon expects sales in new areas such

as electronics office equipment to rise by 68 per cent, with

Full-year sales are projected

diture, as well as high labour costs, were offset by favourable effects from volume production and cost reduction efforts. and cost reduction enorms.

The company's net financial balance improved by Y4.7bn as a result of efforts to repay all of its borrowings. The dividend was raised by Y0.5 to pay Y12

for the year. In the current year, Nippondenso expects continued buoy-ant sales of electronic fuel in-

jection systems, a 5 per cent sales growth in electrical car components, and a 3 per cent rise in air-conditioner sales. Full year total sales are pro-

Hong Kong Telephone iumps by 39%

Sup

marked showing by mask aligners for the production of aligners for the production of semiconductors.

Exports rose by 22 per cent to account for as much as 74 per cent of turnover.

Canon's net financial balance (net dividend and interest received) improved by Y2.3bn during the year. The company (US\$51.8m), against WE2200.6m. during the year. The company lifted the dividend by Y0.5 a share to pay Y12.5 for the year.

HK\$290.6m. Part of the growth is attributable to a first-time contribution from the new sub-sidiary CSL HK\$32.im, which, in 1983, began marketing com-

to rise by 68 per cent, with particularly strong sales of laser beam printers and word processors. A 40 per cent sales rise is seen for optical instruments, but sales of cameras and plain paper copiers—although the mainstay of profits—are expected to fall by about 6 per cent. petitive telecommunications goods and services. Sales were up 24 per cent at HK\$2.72bn.

HK\$2.72bn.

Last week, Cable and Wireless raised its stake in the group from \$4.8 to 52.4 per cent, and is making an unconditional bid for the rest at HK\$ 46 per share.

Brokers say CSL may double profits in the current year, and that Hong Kong Telephone as a whole may earn around HK\$ 470m net for 1984.

Yesterday the group announced a final dividend of HK\$ 1.15, compared with 96 cents, making HK\$ 1.65 for the year, an increase of 17 per cent. A three-for-20 scrip issue is proposed. is proposed.

Alcan Australia doubles loss

By Our Sydney Correspondent ALCAN AUSTRALIA continued ALCAN AUSTRALIA continued to suffer from depression in the world aluminium market last year, with a 1983 net loss of A\$21.2m (US\$19.7m), against a loss of A\$10.6m a year earlier.

But the ontlook for 1984 is "very encouraging," and the company plans to issue 75.6m ordinary A\$1 shares at par to help fund expansion of its Kurri-Kurri smelter; near Cess-

Kurri-Kurri smelter, near Cess-nock, New South Wales. Turnover last year rose by 15.8 per cent to A\$258m. Work-on the third potline at Kurrijected at Y730bn, np 6 per cent. Kurri has restarted, with addi-Pre-tax profits are expected to tional capacity of about 45,000

ZANUSSI PLANS TO ESTABLISH A WHITE GOODS FACTORY IN BRITAIN

Tenacious Italians ignore warning signs

BY CARLA RAPOPORT IN LONDON

"TI'LL BE their last mistake," grumbled a competitor upon hearing that Zanussi would be establishing a manufacturing plant in Britain.

With overcapacity running at between 15 to 20 per cent in the Eurocean domestic appliance industry demand flat and price wars still rampant, it is not hard to under stand the competitor's irritation. In fact Zanussi's serious financial difficulties - the group lost L130bn (S78.2m) in 1982 - have prompted a oumber of competitors to bope that this year would mark Zanussi's collapse, not its expansion.

But these groups have slightly underestimated the tenacity of their Italian rival. For despite Zanussi's financial troubles (largely the result of problems with its electronics subsidiaries) Zanussi has scored some stun-

ning successes in the UK. Last year, for example, Zanussi boosted unit sales of its branded appliances by 47 per cent to more than 700,000 units. This growth rate was four times the overall improvement in the sector, aided by Zanussi's expansion into new product lines.

ALGONA STEEL

gressive stance on prices.

In dishwashers, for example, Zanussi products account for nearly 25 brand name. per cent of UK sales. In refrigerators, a new low-priced no-frills product belped to boost market share from 6 per cent to nearly 11 per cent last year. Overall, the group has managed

to take 13 per cent of the UK major domestic appliance market, rank-ing among the top five producers of washing machines, refrigerators and disbwashers.

away its machines at loss-making prices in order to reduce inventovision was losing money, he argues, Zanussi would not have been able to raise the finance for the new UK plant. "We are profitable," be said.

Zanussi's critics will admit that not enough. He has concentrated don't want to cause problems for that."

year, to reach directly to the consumer, promoting the Zanussi

with the large British retail chains. centrating the selling power into ed. the hands of the retailers.

We want to go around the retailers, directly to the consumers. Most Mr George Dorman, managing di-rector of Zanussi's UK operations, hotly contests that Zanussi is giving which give them the best margins. We can get around that by building up a consumer demand for our ries or gain market share. If the di- products, based on direct consumer advertising," Mr Dorman said.

DRESSER WOUSTRES

Sales went up by 41 per cent to Zanussi's advertising expenditure. British industry, and that would £96m, reflecting the company's ag-which was around £4m (\$5.76m) last-cause problems."

In the generally stagnant white goods market, only microwave ovens and built-in cooking appliances Traditionally, major domestic ap- have been showing rapid growth repliance makers spend most of their cently. Zanussi and others estimate advertising budgets in co-operation that nearly 500,000 microwave ovens were sold last year in Britain, o This has contibuted to the decline 50 to 60 per cent increase on 1982. of the British white goods industry, With the exception of Thorn-EMTs according to Mr Dorman, by con- microwaves, all of these are import-

> In the first nine months of 1982. build-in cookers surged by 45 per cent to an estimated value of £55m. Zanussi is believed to have studied the possibilities of both of these products and is understood to have chosen to produce microwave ov-

Despite its financial difficulties. The division's success with its last year, Zanussi spent more than "appliance of science" campaign na- E26m in updating and streamlining turally led to discussions on local manufacturing production in the UK. But "the last thing we wanted products and be innovative or we the company produces quality prod-ucts. According to Mr Dorman, however, products and prices are machines," said Mr Dorman. "We "And we have no intention of doing

produced 16.4 per cent fewer trucks at 47,200, with a particularly sharp fall in Brazil. The world workforce edged down to 184,600 The world workforce edged down to 184,600 The same period, the duty on cigarettes has more than doubled, Carroll's, which is the Irish market leader with brands such as Sweet Afton and No. 1, increased market share than doubled. Carroll plans to concentrate than doubled, Carroll's, which is the Irish market leader with brands such as Sweet Afton and No. 1, increased market share than doubled. Carroll plans to concentrate than doubled, Carroll plans to concentrate than doubled total bas been increasing its in the dividend total bas been doubled. Carroll plans to concentrate than doubled. Carroll plans to concentrate North American quarterly results

Year	1983	1963	Fourth quarter	1963	1962	First quarter	1963-84	1982-93	Fourth quarter	1983	1982
Net profits	960m 1126m	676m	Revenue Net profits Net per share	. 29,8m	386.9m 22.1m 0,61	Revenue Net profits	796.1m 9.6m 0.12	533.6m †7.4m †0.00	Revenue	. 20m	103.3n 27,7n 0,37
Loss			Year Revenue	1.69be	1.62bo	†Loss			Revenue	422.1m	40711
ALLEGHENY WITL			Net pershare	127.9m 3.52	125.6m 3.56	EATON			Net profits	125.0m	129.0m
Fourth quarter	1963	1982				Fourth quarter	1983	1982			
Revenue	631.85m	663.91m	COMBINED INTERNA	TIONAL	•	Reverse	744.1m	500.8m	MATIONAL GYPSUM	<u>- </u>	_
Net profits	33,05m	1.\$7.00	Fourth quarter	1983	1982	Net per shere	41.29m 1.30	†227.44m †7.94	Fourth guarter	1983	1082
Povence	2.35bn	2.84bn	Net profits	. 31m	17.2m	Revenue	2.67bm	2.48bn	Net profits	18.500	239.3m 8.5m
Het per share	25.31m	47.20m	Twelve months	0.94	0.52	Net per share	2.95	†189.53m †6.74	Year	1.11	0,41
BALLY MANUFACTUR	140		Net profits	127.3m	86.6m	†Loes			Net profits	1.13ba 53.8m	929.5m
Fourth quarter	1963	1982	Net per shere	3.68	2.96	FORD MOTOR OF CA	NADA		Not per share	3.29	0.89
	8					Fourth quarter	1983	1982	PARST BREWING		
Revenue	250.5m	244.8m	CONTENENTAL TELE	COM		Revenue	2.93bn	C\$		<u> </u>	
Vet per share	10.46	0.35	Fourth quarter	1983	1982	Net profits	84,5m	1.45bn †56.6m †6.42	Fourth quarter	1983	1982
Revenue	1.18bm 5.18m	1,29bn 90,68m	Het profits	546.5m	497.2m	Voor			Revenue	42 am	150.9m
let per share	0.20	3.20	Net per share	0.58	0.42	Revenue	8.55ba 152.6m	7.34bn 1197.8m	Het per share	10.46	0.01
Loss			Year Revenue	2,1bn		Net per share	18.40	112.93	Revenue	200m	758.6m
BRUNSWICK CORPOR	1 Crau		Net profits	172.3m	1.8bn 147.1m	† Loss			per profits	3.000	. 2.7m
		-	Not per share	2.45	2.15	JAMES RIVER			Not per share	0.31	. 0,08
Fourth quarter	1983	1963				Third quester	1983-84	1982-83	<u> </u>		•
Revenue	302.2m	258.2m	DANA			Revenue	\$ 550.7m	\$	PARADYNE		
Net profits	15.9m 0.76	137.20	Year	1983	1982	Net profits	20,74m	421.9m 11.06m	Fourth quester	1985	1982
Year		4.1	Reverse	2.87bn	2.42bn	Not per share	0.67	0.52	•		3
Reveaue	1.23bn 68.1m	1,07bm	Net profits	112.8m	51.5m	Revenue	1.02ba	1.17ba	Revenue	35,3et	61.5m 7.47m
Het per share † Loss	2.94	6.84	Not per share	1.97	0.95	Not profits	65.55m 2.32	35.55m 1.87	Not per share	10.08	0.23
CANADIAN TIRE			DOMMION STORES			JOHNSON AND JOHN	SON		Revenue	208.9m	207.3m 26.87m
Fourth quarter	1983	1984	Taked quarter	1983-84		Fourth quarter	1983		Not per shere	0,16	1.24
	CS	CS	Revenue	558.4m	C\$ 594.2m		8	1982			
Revenue	504.9m	463.5m	Not profits	10.5m	91,000	Revence	1.47ba	1.38bo	1.4.	٠.	
Net per shere Year	6.15	0.15	Not per share	0.57	N/L	Net profits	95m 9.34	79.4m . 0.42	SEDGO		
Reverso	1.900	1.79ba	Revenue	1.7ba	1.83ba	Revenue	5.97hn	5.76ba	Six months	1903-84 1	
Net profits	47.8m	\$5.7m 0.78	Net per ahere	13.99m 0.09	0.40	Net profits	489m 2.67	473.4m 2.52	Not profits	201.5 ₍₅₎	277,3m 69,7m

Ireland

£50,000,000 Floating Rate Notes 1993 In accordance with the provisions of the Notes, notice is hereby given that the rate of interest for the three months period 14th February, 1984 to 14th May, 1984 has been fixed at 914 per cent per annum. Coupon No. 2 will therefore be payable at £599.39 per coupon from 14th

S.G. Warburg & Co. Ltd.

Sydney could overtake Singa-pure and Hung Kong as the off-shore banking centre of Asia, claimed Mr Nevitle Wran, Premier of New South Wales, in

Assuming that 80 to 100 off-

Australian offshore banking plan backed

AKAI ELECTRIC CONSUMER ELECTRONICS

managing director of New South Wales.

The report said that at present offshore banking activity (defined as transactions denominated in foreign cur-JAPANESE RESULTS CONSTRUCTION Year to

Year to t43 11 3.8 20.18 largest stock exchange.

regulation of the Australian foreign banks. "Initially, financial system. Assuming that 80 to 100 off.

Sydney yesterday.

He was champinning a report by a committee set up to investigate the steps necessary to establish offshore banking activity in Australia, with particular reference to Sydney.

The committee was chalred by Mr Nicholas Whitlam.

Assuming that 80 to 100 off. regulation of the Australian foreign banks. "Initially, financial system.

Specific issues being considered were the entry of the foreign banks could be permitted foreign banks, and possible furthese banks could be permitted the sevenue, while an extra 1,800 to 3,500 jobs would be created by Mr Nicholas Whitlam.

Assuming that 80 to 100 off. regulation of the Australian foreign banks. "Initially, financial system.

Specific issues being considered were the entry of the foreign banks could be permitted to undertake certain domes banking activities (for example the licensing of foreign banks. "Initially, financial system.

Specific issues being considered were the entry of these banks could be permitted to undertake certain domes banking activities (for example the licensing of foreign banks."

The committee was chalred (directly and Indirectly).

Assuming that 80 to 100 off.

Specific issues being considered were the entry of these banks could be permitted to undertake certain domes banking activities (for example the licensing of foreign banks.

The committee was chalred (directly and Indirectly).

Assuming that 80 to 100 off.

Specific issues being considered were the entry of these banks could licensed as offshore banking at the report, the Federal sidered were the entry of these banks could licensed as offshore banks.

The committee was chalred (directly and Indirectly).

> in Melbourne, and 10 per ed Melbourne is at prese advancing its own claims to

beadquartered here. In addition, it is the he quarters of the Reserve Bar has Australia's only futur exchange, and bas Austral

between been mindful that the Federal offers a most effective means between Government in Canberra was handling some of these issue its) was considering the recommendations of the Martin Committee might serve as an alternative concerning possible further de- issuing full banking licences

> would be centred on Sydn with 20 to 30 per ceot local in Perth.

regarded as the offshore baing capital of Australia. I Sydney's claim to the title, sa the Whitlam report, is based the fact that it is "alrea essentially the nation's finance capital," and that 70 per ceot Australia's wholesale bank and financial institutions

Hong King

Sion luga

distribles line

Shopfloor trends

Supervisors come to the fore

BY BRIAN GROOM

WHOSE ROLE is most crucial cating directly with their worto the changes taking place on kers rather than through nation Britain's recession-ravaged, channels. Supervisors are more thinly populated shop-briefing employees in their floor? Few have stronger claims than that of the supervisor, which continues to be subject to close scrutiny after four years

quality of supervisors (or fore-men), who play an important part in achieving and maintain-ing improvements in produc-

to know about developments in the company, learning of them from stewards returning from top-level meetings with manage-

The restoration of anthority has inevitably brought accusaas a new study by the research group, Incomes Data Services. makes clear, the change in the supervisor's role is more com-

AFTER a year stumping around

British industry with the message "Design for Profit"—

improve the quality of your

design, or pay the commercial penalty — Mrs Thatcher's Government this week turned its attentions to the financial institutions in the City of

It's not that the Prime Minister and her Trade and

Industry Secretary, Norman Tebbit, particularly want the

Tebhit put it with uncharacteris-

kers rather than through nation channels. Supervisors are briefing employees in their aress, and coming into closer contact with the workers.

IDS warns, bowever, that where companies are now trying of change.

Employers are making a destyle of management — emtermined effort to improve the ployee involvement — "perceptions of supervisors as dictatorial could prove a major stumbling block."

ing improvements in productivity. Their authority has been increased, and their role enlarged.

At the zenith of shop stewards' power, the authority of supervisors was at a low eth. The foreman was often the last to know about developments in place.

Judging by developments under consideration, mainly in engineering, responsibilities of supervisors are likely to be widened. The Engineering Employers' Federation has told unions it wants to see the elimination of "restrictive manning practices." ning practices . . . between supervisor and supervised."

Individual employers are seeking the same "inter-trade flexibility" from foremen as they have been trying to achieve among the supervised. In the tions of dictatorial conduct at chemicals industry, discussions some locations, notably at BL's are under way at ICI Billing-Cowley plant in Oxford. But, ham on introducing multi-grade as a new study by the research supervisors in maintenance

supervisor's role is more coun-plex than a simple shift in the balance of power.

More employers are communi
see more rauncal development.

Such as foremen supervising a companies like BL Cars, Bri-range of indirect workers from tish Airways and Ford, bowever, waskilled cleaners to skilled bave adopted new methods desee more radical developments,

maintenance craftsmen. bers of employees, having been affected by rationalisation of management structures and de-volution of responsibilities.

British Airways' ground services, for example, used to have hoth office-based supervisors (who issued individual tasks, one at a time) and on-site supervisors (who were responsible for their implementation). Now those in the office issue tasks for a whole shift, and a new category of "team leaders" super-vises the work itself, but as

part of the working team. Improving the quality of supervisors is a crucial part of companies' strategy. Their methods include managing job losses so that only the more able foremen are retained, and improving internal recruitment techniques.

Traditionally the choice of supervisors bas rested on the candidates' experience in their existing jobs, their supervisors' assessments of them, and their performance at interview. These reas. were often carried out by two
Some employers would like to people—one from line management, another from personnel.

signed to assess more system Some supervisors meanwhile atically candidates potential are now covering larger num- for man-management and other skills, to reduce the reliance on one interview, and minimise subjectivity by involving more people in assessing the candi-date.

Some Isrger companies are recruiting more supervisors frozen foods division of United from outside. This is worrying Biscuits, the largest UK hiscuit maker. use of newly qualified graduates

— being given a taste of the
sharp end as the first step in a
line management career

 threatens the status of existing supervisors, and limits the career prospects of shopfloor workers looking for promotion. Employers are putting more resources into training foremen.

Some are also linking payment systems more closely to merit — BL cars has made progress sion between grades dependent on performance, while Scottish and Newcastle Breweries bas moved towards individual salaries rather than ranges or scales.
Foremen's earnings vary

widely. According to the Government's New Earnings Survey, the best paid last April were those in chemical process sing with an average of £199.10

a week. IDS Study 307; 140 Great Portland St. London W1.

bome market? .

ing an export drive in the U.S. Simultaneously, on the back of their guaranteed Jewish market for matzos, they are hoping to capitalise on the growing demand for pure foods by devetoping related additive-free products. A high-fibre biscuit is to be Isunched on the UK health food market soon. UK bealth food market soon.

Diversifying into new products and the export drive offer the best prospects of broadening

ness of his product.
With a Jewisb population of

nistory since it was founded around the turn of the century by Lloyd Rakusen, a jeweller.

From matros—first baked by the Jews during their flight force) industry to do so.

Christopher Lorenz

Instory since it was founded around the turn of the century by Lloyd Rakusen, a jeweller.

From matros—first baked by the Jews during their flight force) industry to do so.

Christopher Lorenz

Instory since it was founded arounded around the turn of the century by Lloyd Rakusen, a jeweller.

From matros—first baked by the Jews during their flight from Egypt—the company expanded into a wide range of foods of particular attraction to setting up in frozen food and

into a company whose staple product is several thousand years old, consists only of flour and water, and already bas a dominant position in its small Leslie Fox and his two co-directors of Rakusen, Britain's largest manufacturer of matzos, the unleavened cracker biscuit Jews eat during Passover, are about to test their belief that

innovation is possible. In December Fox, 48, his production director, Donald McFarland, 39, and 32-year-old finance director Alan Pridmore, put up £70,000 of their own money to buy out their company from the frozen foods division of United

HOW DO you inject new life

With 85 per cent of the UK matzos market already under their control — the rest is accounted for largely by Israeli imports—they are now launching an export drive in the U.S.

Rakusen's markets, says Fox.
Half of this year's Passover's
matzos will go abroad, to South
Africa and a number of European countries, as well as the
U.S., where food brokers in New York and Chicago have been signed up for the launch.

To break into the U.S., Fox decided on the well-tried and frequently successful marketing ploy of emphasising the British-

5.5m the U.S. clearly has far greater potential than the 350,000-strong UK community. Rakusen commissioned an independent survey of the market and Fox reckons one or two of the U.S. competitors are getting "rather frayed at the edges" with ageing manage-ments and inadequate levels of

There was certainly more than a hint of goodwill (or of heing overkilled) in the formal and informal reaction of the City men. Publicly loath almost to a man to question the case being presented to them, they seemed privately ready to accept one half of it, but respectively. The seemed privately ready to accept one half of it, but respectively. The seemed privately ready to accept one half of it, but respectively.

Rakusen has had a chequered history since it was founded around the turn of the century



Rakusen nibbles at the U.S. market

Charles Batchelor reports on a recent buy-out

original factory was decided against the company. The company was forced to write off film on the value of the property, its bankers withdrew their sup-port and in 1978 it went into

It was at this point that the paths of Fox, Rakusen and United Biscuits came together. Fox had taken over the running of his family's wholesale meat

the Jewish community.

It went public in 1962 on the back of the wealth created by its early move into vegetable oils. In the 1970s, though, it ventured unsuccessfully into property development. A prolonged legal wrangle with Leeds Corporation over compensation claimed when a new road plan reduced access to Rakusen's the receiver and merged the original factory was decided was interested in our products," was interested in our products," was interested in our products," when Rakusen went into receivership bells started to ring. It was a good thought we could link with Empire, so I put the idea to United Biscuits, UB Frozen Foods bought my business, bought Rakusen's assets from the receiver and merged the original factory was decided two under my management."

Fox and his team moved into Rakusen, restyled the packag-ing relaunched its products and tightened up on quality. But the most important step was to bring the fsctory under the control of the Beth Din, the

court of the Chief Rabbi. Beth Din approval meant Rakusen's products would be acceptable to even the most orthodox of Jews. But Beth Din supervision is rigorous and costly, Rakusen's spent £100,000 on modifying its factory and equipment to meet the

required standards.

business was building up, the UK Government imposed a ban on all raw poultry imports, kill-ing the market dead. The ban, which took effect in September 1981, was ostensibly aimed at keeping out disease but, many believe, was really intended to curb French imports.

The ban is still in force and "very profitable" turnover a year. More significantly it removed the logic of the United Blscuit's purchase of the combined Fox-Rakusen business.

Alan Richardson, finance manager of United Biscuits Frozen Foods, comments: "The han on the import of raw poul-try meant Rakusen was only 20 per cent in frozen food. The small volume and specialised

small volume and specialised nature of their market meant that they did not fit into our biscuit business either."

He points out though that Rakusen is the only one of the 11 frozen food companies acquired by United Biscuits in 1977-79 which has been sold off. Matzos bead of the Rakusen product list though they scrounted for only \$1.1m of last year's turnover of £3.5m. Frozen foods, most of them imported

from the U.S., accounted for £800.000.

"Our main objective over the oext three to four years is to reduce our borrowings," says Pridmore. "The Passover peak means our cash flow fluctustes dramatically. For seven months of the year we are in credit then we dip into the red in the huild up of stocks aboad of the .000,0083

build-up of stocks ahead of the Passover."
Rakusen made a loss in 1983 as a result of the poultry ban, after four years in which pre-

fax profits were in the £80,000-£100,000 range. However, it expects to achieve profits of around £200,000 this year, on turnover which is expected to rise only modestly to £4m.

Such a sharp improvement in fortunes should be belped by Rakusen not having to pay its share of United Biscuits' bead office costs. The aim is also to achieve total annual savings of about £250,000 by stopping direct marketing to small retailers (they will be handled through wholesalers) and by making a small reduction in the company's 75-strong workforce, largely by natural wastage.
Fox is convinced his profits

forecast for 1984 is on the conservative side though be warns against over-optimism at such an early stage in the new com-pany's life. An order from Marks & Spencer—which has not been included in the 1984 projections-is a welcome addition. Though new products launched by M & S bave a high required standards, casualty rate, the early signs Just as the imported poultry are good.

Tebbit's designs on the City

to industry, that "design is crucial to the success of a com-pany." With British companies pany." With British companies needing to be more competitive even to survive, let alone prosper, good design was vital. "The cost of poor design can be buge," Tebbit warned, adding darkly that "Britain is still not using its design talents nearly enough." City to improve its own design—though this certainly wouldn't come amiss—hat that they'd like to enlist its belp in putting pressure on industry. Or, as

tic tact: that the institutions and banks should "look at the design strengths of the com-panies in which they invest." His junior industry minister, Speaking at a special seminar on investment in Design, which bad Mrs Thatcher's strong personal backing and attracted an audience of nearly 120 bankers and financiers, Tebbit rammed bome the Government's message runs out?" would be rendered so on?

FRIENDS FOR LIFE

If you are old and alone, friends can be a great comfort.

We have been looking after the elderly and needy since 1905 and now have eleven residential homes. Here,

They are "at home" and not "in a home" - they never have

We also give financial help to old people from all

backgrounds who wish to stay in their own homes. We would like to do more but desperately

men and women from professional backgrounds find security and freedom, with nursing care when necessary.

ou know you can rely on them for th

imagine your peace of mind.

need more money. So please be a Friend of the Elderly by making a

The General Secretary.
Priends of the Elderly (Dept D/G).

enquiry to:

42 Ebury Street

Tel: 01-730 8263

London SWIW OLZ.

Resistered Charity number 27606

covenantor remembering us in your Will or write today with a donation or

"irrelevant," he said, "if we were to use a resource that's as valuable as oll—our young design talent."

Pointing to countless cases of highly successful imports which had been designed by British designers—from German cars to Japanese cameras — Butcher complained that there was a clear mismatch in the UK economy between demand and

His junior industry minister,
John Butcher, who has been spearheading the Government's design campaign since it was launched by Mrs Thatcher on several fronts two years ago, went even further. The all-important question of "What clients, the training of finan-bappens to Britain when the old staff in design issues, and provided the staff in design issues, and special staff in design issues.

Shrugging off the old allega-tion that they starve industry of funds, they seemed con-fused by the proliferation of offers: design audits from the Design Council; technical appraisals from the Engineer-ing Council which already pro-vides guidance on these), and a call for "product planning andits" from the director-general of the Confederation of British Industry, Sir Terence Beckett.

accept one half of it. but reluctant to hear much responsibility for the other. Yes,
their industrial clients did need
to make better use of design.
But no, it was not necessarily
their own charge to persuade
(or force) industry to do so.

FINANCIAI

TIMES operates a subscription hand delivery service in the business centres of the following major

cities: **AMSTERDAM** ANTWERP ATLANTA, BOMBAY BONN, BOSTON BRUSSELS, CHICAGO COLOGNE COPENHAGEN

DALLAS, DUSSELDORF EINDHOVEN FRANKFURT GENEVA, THE HAGUE HAMBURG

HONG KONG HOUSTON, ISTANBUL **JAKARTA** KUALA LUMPUR LISBON, LOS ANGELES LUGANO, MADRID MANILA, MELBOURNE MEXICO CITY, MIAMI MONTREAL, MUNICH NEW YORK, PARIS

SINGAPORE STOCKHOLM STUTTGART, SYDNEY TAIPEI, TOKYO TORONTO, UTRECHT

VIENNA

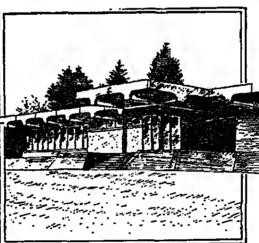
WASHINGTON

PORTO, ROTTERDAM SAN FRANCISCO

For information contact:

Financial Times Guiollettstrasse 54 6000 Frankfurt Main West Germany Tel: 0611/75980 Telex: 416 193

or Financial Times 14 East 60th Street New York, NY 10022 Tel: (212) 752 4500 Telex: 23S409 FTOL UI

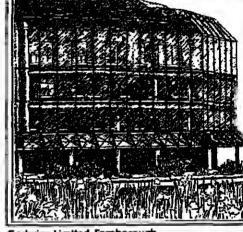














To find your place in Hampshire.

Europe, start in Hampshire. IBM United Kingdom Limited, Portsmouth

Hampshire, England, with the Isle of Wight, is the address for business and industry needing a centre in Europe.

Buildings ready to move into. Offices. factories and warehouses. Town centre locations and out-of-town business parks. Sites for development and the skills to develop them. Why Hampshire? Because: .

 Excellent land, sea and air transportation connects you through efficient routes to London, Europe and all the world supported by streamlined distribution facilities, including Britain's largest deep-sea container port.

 Hampshire people have the skills you Position. want. High-tech industries employ more | Address than twice the national proportion of the local workforce. Information



To Hampshire Development Association, Winchester, Hampshire SO22 5BS, England. Please contact me about relocation opportunities.

Company FT/17/2

technology, integrated circuits, optical fibres, frontiers-of-knowledge projects, university research, petrochemicals, pharmaceuticals... The quality of life is here – villages, cities, forests, downlands, coasts and sea - ideal for family living

Solid reasons why this area has been chosen by the companies captioned above - and by others such as BAT, British Hovercraft Corporation, Esso (Exxon), Lansing Limited, Lilly Industries,

Marconi, Mullard, Plessey, Sun Life of Canada and Thom EMI Ferguson. To find your place in Europe, call the Hampshire Development Association on Winchester (0962) 56060. From overseas, dial + 44 962 56060, or telex 477729. Ask for Peter Scruton. Or use the coupon.

and recreation.

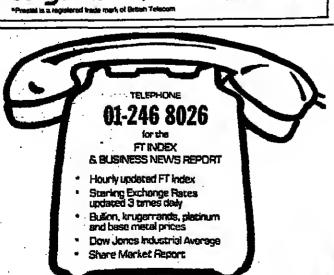
FTINDEX



FRIENDS

OF THE ELDERLY
and Geotlefolk's Help.

Legibility of the 80 character wide 24 line flicker-free display is outstanding. Switch selectable viewdata mode (25 data lines, 40 characters wide) gives comprehensive Prestel*/viewdata capability. Standard OWERTY keyboard permits fully interactive communication with Casydata Essydeta Limited, 93-99 Benhill Road, Sutton Surrey SM1 3RR Telephone: 01-643 9400



THE PROPERTY MARKET

BY MICHAEL CASSELL

Hammerson hits the streets of Mississauga

HAVING snapped up a Hammerson stock) will always got stamped on, raised a few and we got what we were after."

ahopping centre bigger than his beat him on price. He prefers eyebrows.

Last week, Hammerson said own Brent Cross, together with to go where the funds fear to The sight of a blue-chip UK over 99 per cent of Mascan a few thousand acres of develop- tread, at least when they are ment land and office space, Sydney Mason's appetite for acquisition remains unsatisfied.

As chairman and managing son likes big risks and puny director of Hammerson, the property. international property invest- attitude ment and development group, Mason has just pulled the pro-perties from the smouldering folio management, has made it ful assets were a couple of ski wreckage of Mascan, the Canadian real estate corpora-

Now he says he is looking for other, similar opportunities, ideally in the United States and possibly in Australia; situations which many companies might consider too fraught to be worthy of consideration but which offer packages of real estate at hargain prices.

Mason's philosophy extends to individual development and investment opportunities in all Hammerson's markets: "If inetrated in tell them I'm looking for crummy buildings on the verge of collapse, occupied by tenants about to go hroke. But I insist on a first-class loca-

comes to competition in the market for prime property with streets of Mississauga, the fight another day, Mascan sbareown shareholders (the institution of the market for prime property with streets of Mississauga, the fight another day, Mascan sbare-holders (the institution of the market for prime property with streets of Mississauga, the fight another day, Mascan sbare-holders got more than they could reasonably have expected

wearing their own shoes. None of which should be

taken as evidence that Hammer-Its opportunistic attitude to development and investment, combined with an aggressive approach to portone of the UK's largest and groups. Property assets are touching £1bn and pre-tax profits have risen by over 75 per cent in two years.

The Mascan deal is not typical of the group's past behaviour, though it provides a clear indication of wbat could lie ahead, providing the opportunities arise.

by tenants about to go broke.
But I insist on a first-class location. Then we can do something with them."

Hammerson's avuncular chairman says that when it comes to competition in the passed Go."

Trolled by Bruce McLaughin, trolled by Bruce McLaughin, the suave property entrepreneur who put his daughters on the board and, in the words of one observer, "played real-life monopoly hut forgot to pick up the money when he passed Go."

property group talking terms over the salvage of a company at the heart of a Securities Commission investigation and with a board of directors appointed by the courts, pro-

voked more than a few ques-

tions back home. Among Mascan'a more coloursites, hotels, a golf course, a stud farm and assorted chunks so-called development land. Certain investments had notched up heavy losses and others were entangled in ownership dis-putes. Somebow it all seemed a long way from Hammerson's elegant Park Lane offices.

From the outset, however, Mason had his eyes on just a handful of properties—and the chance of doing a deal at a price reflecting a substantial discount to asset values.

The Ontario-based company succumbed to the liquidator after huilding up its lead bank and its debts at the same alarming pace. The group was conditrolled by Bruce McLaughlin, ethe suave property entrepreneur who put his daughters preneur who put his daughters and, in the words of the banks, we paid him for tha hits which interested us,

enabling him to out out assets we didn't want.
"Everybody ended up bappy.
"To wohlin survived to

shareholders had accepted the

worth of shares on the London market to finance the acquisi-tion and also assumed £97m of "We paid off the preference and unsecured creditors but didn't take on any of the debt ettributable to the assets we sold on. They went with Mr

Mason is left with a 1.1m sq ft shopping centre, over 650,000 sq ft of office floorspace in four buildings and a half-sbare in 2,000 acres of development land. All are located around the Mississauga area.

Potential

McLaughlin."

The proud new owner reckons that the properties have at least as much potential as Hammeras much potential as naminer-son's existing Canadian assets. A priority will be to add another department store to a shopping centre which stands on 75 acres but which can he expanded on to another 100

expanded on to another 100 acres standing alongside.

According to Mason: "We will promote the shopping centre to achieve much better percentage turnover rents and will claw back some of the space from tenants who have got too big. It's not up to Brent Cross stando to improve its performance.'

chances are that much of it will be parcelled up and sold off or to other developers.

The Mascan deal means that son started its Canadian operations in Toronto in the late 1980s and has steadily built them up ever since.

Most attention centres on its impressive Bow Valley Square office scheme in Calgary, the largest single investment in the group portfolio. Plans to add to the 1.4m sq ft scheme have heen frozen hecause of the weak lettings market but the existing complex is over 90 per cent let. Possession of the land required for the next phase is not due until the end of this year.

Hammerson is also finishing Hammerson is also finishing off a 235,000 sq ft office scheme in University Avenue, Toronto, which is 32 per cent let three mouths ahead of completion. Mason says the lettings market is tough, with institutional developers undercutting rents in order to fill space in schemes which have 1m sq ft or more available.

share quote in Toronto hut Mason says the group will soon be obliged to broaden its

In Australia, which now

accounts for around 25 per cent of assets, a Stock Exchange quotation now seems highly Hammerson now has around likely by the end of 1984, with one-third of its property assets a first formal move made before in Canada, pushing the country the half-year stage. The initiashove Australia in terms of tive might help Hammerson portfolio distribution. Hammer- overcome some of the difficulties encountered by foreign developers in Australia, though partnership ventures still seem inevitable.

If there is any market in which Hammerson's approach to the future arguably remains ambivalent, it is the United States. Mason says the group, which bas a smattering of fairly unexciting interests as far apart as Buffalo and Houston, has never gone in for the sort of figures demanded by U.S. real estate markets.

"To make it worthwhile, you are talking about millions of square feet and multi-millions of dollars. It would he easy to make the U.S. the most important market, financially. But I think it has to be all or nothing."

Hammerson's presence so far has been much nearer the "nothing" end of the option range, though it clearly feels it needs to have a foothold in higgest free enterprise

shares on the Canadian market. of rows of noughts on the bottom of investment proposals.

Despite the contradictions, ent in the Hammerson machine, the group is currently deeply its domestic property assets immersed in negotiations which now account for bately 40 per could bring it investments in cent of the global portfolio and downtown Los Angeles.

Whole remains a vital unipon, who is remained a vital property assets in the balance looks and the balance looks are to stay

for the longer-term that way. As for the longer-term future. Mason says: "I would like to see if we can find annual developers, we have to be into a forecast of at least \$26.5m volved in such a vital market for 1983 Mason has been there are so few physical restrictions." But aren't such restrictions

sent," Mason grins.

Nothing could be more calculated to knock the smile off the chairman'e face than a reference to UK planning restric-

"We are willing to take on new developments but not if it means long, tedious planning battles. We have had a stomach full of them. If someone else gets a consent, we will reflect their effort in any price we

development programme is a modest one, largely confined to the London area and embracing schemes in some architectur-ally sensitive areas. There are plans for an office and

ot stamped on, raised a few and we got what we were after." As for the 2,000 acrea of investor-profile. A wider share-market of them all. It has cer-shops scheme in Fleet Street, yebrows.

Last week, Hammerson said development land elsewhere— holding could come via a quoted tainly not been frightened off but only after a planning in the sight of a blue-chip UK over 99 per cent of Mascan owned with local investment loan stock or the placing of other countries by the prospect quiry gave the got about.

While the UK market as a whole remains a vital compon machine

Market conditions, fewer new good for property values and property owners? "I'm very and an end to the recent spate much in favour of them. But of minority interest acquisitions only after I've got my own conmeans the short-term profits of minority interest acquisitions means the short-term profits outlook may be unexciting. The City, however, expects a sharp improvement beyond this and Mr Mason will no doubt do his best to please. best to please.

"In the UK, office development will provide the main thrust of future activities. We are automatically linked with shops because of Brent Cross, but the right opportunities on that scale no longer exist.

Opportunities apart, Brent ay," he stresses. Cross took 18 years of Mason's Hammerson's current UK life and he does not feel inclined to start on another shopping centre. In any case, as the chairman points out, Hammerson has just been out and

the Pe

Kin

FLF CONTA

FOR

MKnight Frank & Rutley 20 Hanover Square 01-629 8171

London WIROAH Telex 265384

WEST END OFFICES

Park Street MAYFAIR W1

☐ Air-conditioning ☐ Carpeted
☐ 2 Auto Pass Lifts ☐ Double Glazing E Partitioning E Central Heating

8,726/17,708 sq.ft.approx LEASE FOR SALE

Rent £15.50 p.s.f. approx

Thornycroft House SMITH SQUARE SW1

Central Heating #2 Lifts Squash Court B Partitioning E Carpeted E Low Outgoings

26,000 sq.ft.approx LEASE FOR SALE

Rent £10.00 p.s.f. approx

A Development by Sheraton JT Ltd INTERLINK 100 A High Quality Industrial/Distribution Centre Totalling 100,000 saft including 10,000 sq ft Offices To Let Immediate Occupation

Peter Taylor

01 499 5511

Chamberlain & Willows 01-606 9611

IMPORTANT FREEHOLD West End Island Site FOR SALE

Charing Cross Road, London WC2

comprising

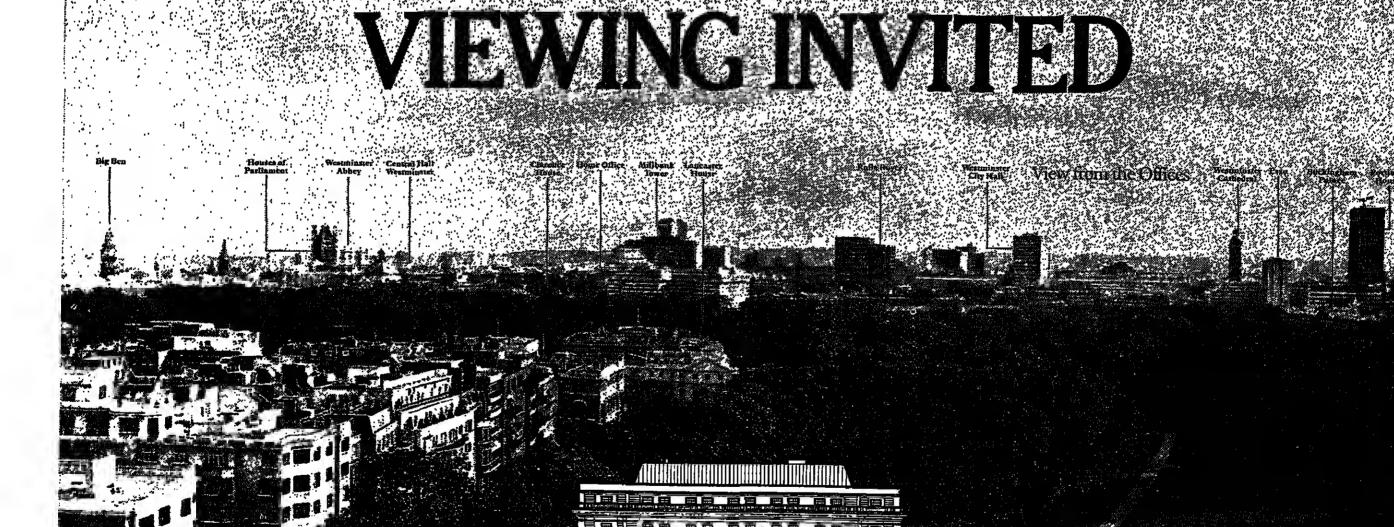
★ PHOENIX THEATRE

★ SHOPS & RESIDENTIAL BLOCK

★ DEVELOPMENT SITE

& PARTNERS PARK LANE 01-629 9933

TILNEY HOUSE **5TILNEY STREET** LONDON WIY 6JE.



A commanding position in Mayfair dominating St. James and Green Park.

Well connected in every way-locally, nationally and internationally.

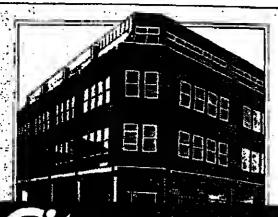
Devonshire House has been substantially re-built from the inside out giving an entirely new presentation to provide the perfect Headquarters for you and your most valued staff.

Piccadilly W.r

150,000 square feet of excellent air-conditioned offices available in self-contained areas from 35,000 square feet.

Viewing invited, please contact:
Land Securities PLC, Devonshire House,
Piccadilly, London WIX 6BT Tel: 01-493 4433.

Land Securities PLC



setting.

offices, in the heart of a fine cathedral city beside Queensgate, Europe's finest shopping centre. And just 50 minutes from King's Cross.
Suites are available in Midgate House
(illustrated) overlooking the Cathedral. Also in
Broadway Court and Priestgate House. Sizes range from 100 to 12,000 sq.ft. All fully fitted, including heating and

lighting. All with flexible lease terms to help you grow when you're ready. For full details, dial 100 and ask for

John Case, Chief Estates Surveyor,

the Peterborough Effect It works for men and the state of the state of



HEMBL HEMPSTEAD 13,317 ag ft Factory/Warehouse FREEHOLD FOR SALE KINGS CROSS N7 Single Storey Factory Premises TO LET

fill Hun

- 1,1394 Sile

1 Combine

LUTON Units from 19.000-170.000 sq fo Warshousing PARK ROYAL, NW16 5,700 sq fr ADY FOR YOU NOW REQUIRED FOR LIENTS ... :: WEST SURREY/NORTH HAMPSHIRE

TOTTENHAM N15 13,550-80,000 aq ft Modern Factory & Office Premises TO LET NCENTIVES AVAILABLE

SOUTH WINBLEDON

King & Co 1 SNOW HILL LONDON ECT 01-2363000 Menchester Loods Birmingham Edinburgh · Brusse

WEST LONDON 3.000 SQ FT NET SELF CONTAINED OFFICE DEVELOPMENT

FOR SALE OR TO LET

Occupation Late 1984

Write Box 76028, Financial Times 10 Cannon Street, London EC4P 48Y

SUPERB 100% IBA INVESTMENT

SOLIHULL, WEST MIDLANDS FROM 600 SQ. FT. -- 1,250 SQ. FT. Lots from £18,900 to £318,550 for whole Estate ation edigining Me Motorway. Built to high apecification. Yield round 3%, Developers reatel guarantes, Pre-lete evaluable.

COLLING, SON & HARVEY COMMERCIAL STEMPLE STREET, BIRMINGHAM 82 58N
TEL. NO. 021-843-2505

THE INVESTMENT NEW INDUSTRIAL UNITS

NEAR ILFORD
Less from £103,500
Up to £395,000
for whole estate
Buildings completed
Rent guarantes
GLENNY
97-594 3017 (Ref: A)
ERNEST OWERS & WILLIAMS
01-97 9481 (Ref: DF)

OFFICES TO LET

24/28 OVAL ROAD NWI

FIRST-PLOOR OFFICES 6,120 SQ. FT. Full details from: WHITE, MICHAELS & CO. 01-487 4305

WC1—Superb office building 2.400 to ft. Freebald for sale of to let. 01-637 3146. REIGAYS, SURREY-1.000 sq. ft. superb rear deless with party occupation. Solo Apost Maxwell Brown (97372) 45328.

CENTRAL LONDON Freehold Office Building Approx.

30,000 sq. ft. With car parking FOR SALE

WITH FULL VACANT POSSESSION Principals and Retained Agents only Apply Box T6021 Financial Times 10 Cannon Street London EC4P 4BY

MORTGAGES

on Commercial, Industrial, Residential Properties —at competitive rates Write or telephone: Hirsch Mortgage (Int'i) Ltd. Europe's leading Mortgage Broker 15 Bertuley Street, W1 Tel: 01-629 5051 - Telex: 28974

The building to take your Company

Richard Ellis Offices

Comprising 32,500 sq.ft. of office



Richard Ellis

Weatheralls Auction

Tuesday 20th March 1984 at 2pm

Grosvenor House Park Lane London W1

On the instructions of Institutions Funds and Corporations

Interesting Freehold and Leasehold **Commercial Property** Investments to be sold in 40 Lots



Weatherall **Green & Smith** 01-405 6944

THINK DECENTRALISED

BLETCHLEY-MILTON KEYNES Modern self-contained Office Building. 33,385 Square Feet. Ample Car Parking.

HOUNSLOW TOWN CENTRE Economic Offices.

671 Square Feet to 4,160 Square Feet.

NEW MALDEN 6,520 Square Feet to 13,000 Square Feet. Air-conditioned Offices. Storage and Car Parking.

Further Details Available Ref: IKC 01-248 5022

Chartered Surveyors

KENT

INDUSTRIAL/WAREHOUSE PREMISES 4 mile from Junction 4 of M20 APPROX. 40,822 SQ. FT. LEASE FOR SALE WITHOUT PREMIUM OR APPROX. 20,000 SQ. FT. TO LET For further datails contact

Walter & Randall
70 KING STREET, MAIOSTONE, KENT (0622) 573884

7-13 NEW ROAD, CHATHAM, KENT (0634) 41233

A HIGH YIELDING FREEHOLD INDUSTRIAL DEVELOPMENT

A Modern Industrial Development channy a Net Rent of \$70,000 p.a. or lasses with 5 year upward only Roylews.
to 2 Dependable Tenants.
To further rapid, low cost, ISA Devolupment.
West Midlands with good M5 access.

PRICE: £560,000 Write Box 76026, Financial Times. 10 Cannon Street, London EC4P 4BY.

OFFICES NAREHOUSES **FACTORIES** SHOPS & LAND FOR DEVELOPMENT

This time saving and free service business offers a vast selection of private and public sector Just write or telephone stating

Richard Perkins, FRICS. Commercial Officer, City of Birmingham spream & Promotion Unit

CITY OF BIRMINGHAM

MODERN FREEHOLD FACTORY POOLE, DORSET APPROX. 12,300 SQ. FT.

or would divide GOOD COMMUNICATIONS AMPLE PARKING Fox & Sons, Commercial Dept. 44-52 Old Christchurch Road Buumamouth BH1 1LN Tel: 0202 24242

the type of premises or land equired with approximate size

Birmingham 81 188. Telephone: 021-235 3682 PRESTEL * 202283

To let & for sale

LUTON PER SOLFT.

SKnight Frank & Rutlev

20 Hanover Square Of-629 8171 London WIROAH Teles 265384

One of the best views

Vict@ria

International

PORTLAND

HOUSE

Stag Place

London SW1

One of the best vantage points

7,960-41,710 sq.ft.

with immediate occupation

Act now and ring for full information

A Superb New Headquarters Building 6.000/24.700SQ.FT. NOW LETTING

Hillier Parker

77 GROSVENOR ST 01-629 7666



A Development by Stillman Richard Ellis 28/30 Alma Street, Luton Bedfordshire, LU1 2PR

Telephone: (0582) 28822

Berkeley Square House ondon WIX 6AN

Telephone: 01-629 6290

A great investment! and for W2, a magnificent tive to fice building providing of bette best investment you 01-499 0404 75 Grosvenor Street, London W1X 0JB

NW1 & NW5 Close to West End

A range of WAREHOUSE & LIGHT IND. UNITS from 2,000 sq. ft. up to 15.000 sq. ft.

EDWARD SYMMONS TOLOHB34 8454

INVESTMENT FOR SALE

REMAINING ITA INVESTMENTS. bile on exhalished industrial estate in Ginucester-three. Maximum allowances, Licellert checication 1,000 sq ft unit let at £2.500 pe. Price £37.000, 2,500 so ft wint let at £56.250 pe. Price £78.000 st. It lettury Estates C18.437 3772 or 01-457 3394.

100-: 134, WIST LONDON — From £72.000, 01-637 3146.

AND SITES

BUILDING LAND

FOR INVESTMENT

MAYFAIR

PRESTIGE SELF-CONTAINED

OFFICE BUILDING

3,500 sq ft

Freehold For Sale

With Vacant Possession

Box T6029, Financial Times,

10 Cannon Street, London ECAP 4BY

100% IBA INVESTMENT Faraham, Hampshire, 8 Unito e 1,162 sq ft each, rental guarantees available, Units from £42,850. Joint Agents: HALL, PAIN & FOSTER

48 West St. Fareham (0329 283111) L. 8. VAIL & SON 18 High St. Fareham (0329 285811)

63% midway surge for Datastream

GROWTH OF 63 per cent in pro-ts is reported by Betastream, which provides computer-based information and services, for tha half year ended December 31 1983. At the pre-tax level the surplus has moved aheed from £1.06m to £1.73m, and the directors remain confident of a satisfactory outcome " for the

An interim dividend of 1.45p net is declared. In the April 1983 offer for sale prospectus the directors said that io a full year they would expect to pay one third of the dividend total as an interim Since the said that is a part of the dividend total as an interim Since the said that it is a said t interim. Since going public the company has paid a fioal dividend of 1.8p from a profit of £2.34m in respect of 1982-83.

Major factors which contri-buted to the growth in the half year included an increase in the number of new clients for all

HIGHLIGHTS

Lex looks at the wealth of Government statistics released yesterdey—the money supply, Public Sector Borrowing, a White Peper on expenditure and a Treasury paper on MO—before turning his pen to corporate affairs. Datastream turned in interim profits ahowing profits 93 per cent higher at £1.73m which got the share price roaring up to close at e new high. The column then comments on prospects for the UK insurance sector in the light of Allianz's present stance towards the UK market and ahead of the 1983 preliminary results season which kicks off in a few weeks.

launch by existing clients of a tinuing growth in services, a substantial number of new more powerful mainframe comunitied funds. There was further puter was installed last expansion in the investment December at a net cost of accounting business and the \$33,000 accounting business and the Associetion on International Association on International There was an increase in profit Bond Dealers new weekly Euro-margins stemming from cost bond guide was e auccess.

To provide capacity for con-

and printing technologies introduced at the eod of the last financial year.

Turnover for the period rose from £4.83m to £6m. The operat-ing profit expanded from £1m to £1.57m and investment income also showed an increase, from £59,000 to £163,000. Eernings were 7.5p (4.4p) per share.

The directors are confident that the company will continue its profitable growth. They say there will be contributions from recent launch of enhanced facilities for investment research. graphics and financial future services, the signing of the first order for delivery of their services direct to clients and com-munications networks, and the introduction later this year of e commodities service and of a

portfolio performance service. See Lex

Placing on SE values Petranol at £13m

ploration and production group, is seeking a listing oo the Stock Exchange. Brown Shipley is arranging an offer for sale of 27 per cent of the equity, 2.9m shares, at 125p per sbare, valuing the company at £13m.

Mr Ctive Smith, chairman of Petranol founded the company in 1981 with his fellow directors. Their aim was to find sites where they could drill relatively shalthey could drill relatively shallow production wells which contain multi-pey zone formations which provides the opportunity to drill to a variety of different formations at relatively low additional cost while developing the principal formation.

Such formations allow a fast payback of eight to 12 months, Mr Smith's philosophy is "oll to tank and casb to bank." That means the company can pace its

means the company can pace its drilling programme to the revenue coming in from oil sales which average \$30 a barrel.

Associated

Leisure sees

£8m for year

Associated Leisure, the fruit

machine, coach holiday and

hotels group currently subject to

a £65.2m agreed bld from

Pleasurama, the casino group, ex-

pects pre-tax profits of not less

than £7.9m for the year ended

management accounts, was given in the formal offer document sent out yesterday. It compares with the unaudited profit of £5.5m reported for the 42 weeks to January 2, 1983.

The effective tax charge is estimated et about 39 per cent compared with about 49 per cent

Pleasurama announced its hid on January 27. It is offering

4:0p casb for every five Associated shares.

own 4.4 per cent of their com-pany's equity, are recommending

acceptance. Its shares fell 1p to 149p yesterday while Pleasurama's fell 2p to 343p.

At Pleasurama's current share

price the bld is worth 156.6p per Associated sbare or £65.2m.

one of its own 5p shares

Associated's directors,

This forecast, based

January 1, 1984.

The first formation can be as shallow as 1,000 ft to 1,400 ft which will take only a week to

which will take only a week to 10 days to drill.

Petranol's oil and gas operations are located in the Abilene area of West Texas and comprise properties which have both proved and probable reserves and the potential of substantial additional unproved reserves.

"If we need luck in the calculu-"If we need luck in the calcula-tion that there might be more than the proven reserves, then we reject it," said Mr Smith. The result last year was that of 29 wells drilled, only one was

"dry."
Petranol has 47 wells programmed for 1984, fully funded after the £3.5m which will be raised by the offer for sale.

The company has two properties, Windham and Hearn, and will be purchasing a further property Sweetwater for £1.43m with an estimated commercial life of 12 years.

the three months to December turnover was £209,000. pre-tax profits £101,000, with development expenditure of £379,000. Petranol gives a projected cash flow, not a profits forecast, which points to an operating cash surplus of £2.5m in 1984 and £3.95m in 1985.

Applications open on February 22 and dealings are expected to commence on February 29.

Brokers are Statham Duff

comment

An oil and gas exploration com-pany with a low risk development programme sounds irresistible. Mr Clive Smith, our own "JR" from the Potteries, has already made a fortune from shallow coal

The properties bave all been appralsed by independent petroleum consultants.

Turnover of Petranol in the year to September was £298,000 and pre-tax profits, £151,000. In the three months to December will not take any of the money will not take any of the money being raised and intend to retain their current 73 per cent bolding.
But of course exploration
remains risky even if efforts are
taken to minimise the possible
problems. The prospectus includes a number of warnings on
possible exchange rate fluctus. possible exchange rate fluctuapossible exchange rate fluctuations, movements in the market
price of oil and gas, an unforeseen slowing of the rate of
drilling. The cash flow projections are similarly based on
several assumptions which might
not be fulfilled. These are risk
factors which apply to all the
sector, so if an investor is
determined to invest in a small
speculative oil exploration speculative oil exploration stock, this at least appears less

IBS suspended pending refinancing proposals

Immediate Business Systems, pre-tax loss of the mannfacturer of portable £790,000 in the biling systems which is traded on the Unlisted Securities Market, yesterday called for the suspension of trading in its sbares board said the manufacture for regions. pending finalisation of refinanc-

ing proposals."
The loss making company, which was launched on the USM expected to reach a point where orders can finance research and development as well as routine borrowth running costs.

In the first six months of the suppliers. current financial year, to September 30 1983, it reported 8 down 2p on the day.

SHARE STAKES

A. L. Industrial Products -Mr J. Briggs, director and chair-man, has purchased, in the name of his private company London Trust — Britannia Arrow Holdings now holds 12.84m ordinary sbares (14 per

Bespak-Esso Pension Trust's interest has increased to 600,000 shares (5.9 per cent).

£790,000 in the previous com-

parable period.

When reporting on those figures just a week ego, the board said the pace of market penetration for its products, and the rate of system installation, had been cleared than the parable penetration. had been slower than anticipated It said the losses had put a strain on anancial resources, but buyout from Plessey, has at the same time noted that it recently edmitted that it has was encouraged by the convertaken more time and money than solo of potential into contracted

At the moment, it has no borrowings, but has depended heavily on credit from its suppliers.

Duckry, 100,000 ordinary shares.

Montagu Boston Investment Trust — Imperial Life Assur-ance Company of Canada is beneficial owner of 990,000 ordinary shares (9.9 per cent).

Phoenix Properties and Finance — Mr R. Brooks, a director, disposed of 40,430 ordinary on October 3. He remains benegically interest in

1983

Highgate **Optical calls** in receivers

risky than some.

Highgate Optical, the optical and photographic equipment dis-tributor, has asked its bankers to call in the receiver. The board said it considered Highgate to be insolvent due to inter-company indebtedness with the Exent group, its majority share-

Highgate's shares were suspended at 50p on Jannary 27 at the company's request. Exent bas a 60 per cent holding in Highgate. Highgete, Exent, and Helical

Bar—another company in which Exent has a majority holding called in their respective auditors to review aspects of their financing last month. Helical sald it had discovered

£150,000 of company funds and the Exent directors resigned from the boards of both Helical and Highgate. Mr Rod Tringham, chairman

of Exent, said then that £150,000 related to spending authorised by Helical's directors in January when, under a cleuse in Helical's statutes, they were not technically entitled to call themselves directors.

1982

Saga sees growth in **American** operations

PRE-TAX PROFITS of £2.44m were achieved by Saga Holldays in the 16 months to October 31 1993 compared with a loss of £136,000 for the previous 12

month period.

While the results represent a recovery, Mr Stdney De Haan, cheirman, says that profits continued to be affected by problems experienced in the Laker Holization. days division which has now heen

Turnover for the extended accounting period wes £90.44m compared with £49.23m for the year to December 31 1982.

Mr Haan points out that by moving the year-end to October there will be considerable disparity between first and second half profits.

A final dividend of 2.6p (2.53p) is being paid making a total of

During the 19 months, UK tour operating achieved only modest growth, limited by the inevitable diversion of manageriel and administrative resources to the solution of problems arising subsequent to the Laker Air Travel acquisitloo.

North American operations offered an extensive range of burered an extensive range of European nolidays to Americans for which there was strong demand. The company also operated a range of North and South American, Caribbean and cruising holidays developed specificelly for the American merket.

Booking trends indicate that it may be difficult to achieve significant growth in the com-pany's UK business during the current year, he says.

Gross profit for the 19 months was £16.22m (£6.97m). The taxable result was struck after administration and marketing expenses of £15.65m (£8.61m) and included net investment and other income of £1.86m (£1.81m). There was tax this time of £1.8 m).

There was tax this time of £1.m
giving a net surplus of £1.44m
(deficit £136,000). Earnings per
sbare were 7.97p (loss 0.79p).
Dividends will absorb £900,000
(£488,000) leaving a retained
profit of £535,000 (loss £806,000).

comment

For commercial reasons Saga declines to split the new U.S. declines to split the new U.S. operation's trading results and the traditionel UK business. Nor is it very specific about the relative performances of the two geographical areas or, for that matter, the current trading position. So it is difficult to judge the extent of the recovery taking place. What is evident, however, is that by dropping the mass is that hy dropping the mass package Laker Holidays programme, which chalked up losses of around film during the 16-month period, the company is month period, the company is once again concentrating exclusively on the business it knows best—providing bolidays for the over-80s during off-peak periods. Unlike the disastrous Laker purchase, the decision to huy from the receiver beving been taken virtually overnight, the U.S. venture seems to be better thought ture seems to be better thought out, with the company proceed-ing with the understandable caution associeted with a con-servative management that hes had its fingers burnt. Apart from orrowlding a broader geographical base to offset the vagaries of the home merket, the theory is that U.S.-based tours will provide an additional market for more edventurous British tourists additional market for more edventurous British tourists—and vice versa. At 112p, the p/e on annualised earnings is 11 while the yield is 4.9 per cent.

BM computer equipment accounted for 60 per cent of group turnover and nearly 30 per cent of profits in the three months to December 31, 1983.

Saga Holldays 2.99 Trust of Property 0.33

A.B.N. Bank Allied Irlsh Bank

Amro Bank
Henry Ansbacber
Arbuthnot Latham...
Armco Trust Ltd...
Associates Cap. Corp.
Banco de Bilbao
Bank Hapoalim BM

Bank of Ireland Bank Leumi (UK) ple

Bank Leumi (UK) ple
Bank of Cyprus
Bank of Scotiand
Banque Belge Ltd.
Banque du Rhone
Barclays Benk
Beneficiai Trust Ltd.
Bremar Holdings Ltd.
Brit. Bank of Mid. East
Brown Shipley

Castle Court Trust Ltd. 91%

Choulartons 1010 Citibank Savines 11010 C

Citibank Savings
Clydesdale Bank 9
C. E. Coates 9
Comm. Bk. of N. East 9
Consolidated Credits ... 9
Consolidated Credits ... 9

Co-operative Bank ... 9
The Cyprus Popular Bk. 9

Dunbar & Co. Ltd.....

Duncan Lawrie

MS Intl. returns to profit with £0.82m in first half

of two new subsidiaries.

Mining Supplies traded profitably, but continued to suffer from the reduced demand for coal mining equipment, particularly from the NCB. However, there has been an upturn recently for work from that source. If this can be maintained throughout the second tained throughout the second tained throughout the second directors may be tempted to pay a more meaningful dividend—say lip—giving a 4.2 per cent deserves full marks. The results are all the more Impressive for being led by the Laurence Scott electricals business. The form acquisition to diversify the company in 1880 looked like a horrendous mistake. The Impressive for shareholders' funds.

Laurence Scott has enabled the Laurence Scott has enabled the MS International group, formerly Mining Supplies, to reture to profits, and for the half year eoded October 29 1983 there was a pre-tax surplus of £819,000, compared with a loss of £952,000 in the corresponding period.

The directors report that Laurence Scott, which mekes electrical equipment within the capital goods and durable industries, contributed significantly to profits. And further benefits should eccrue from the recent rationalisation of the control gear activities and the formation of two new subsidiaries.

Mining Supplies traded profit—

Helf, and added to the work the time was that LS was more dead duck than laure duck. That CEGB and overseas customers, the new management et MS international has turned it round is e fair testimonial to their in the first half tonal mining equipment side is showed a marginal improvement that to £31.69m (£31.1m). The profit though there are some tentative was struck after depreciation of signs of an upturn is orders from the NCES. Overseas, however the trend is better in both tax charge this time of £150,000 the US and South Africa. It now leaving the net profit at 1669,000.

Comment and overseas customers, the new management et MS international has turned it round is e fair testimonial to their abilities. Of course the traditional mining equipment side is e fair testimonial to their abilities. Of course the traditional mining equipment side is e fair testimonial to their showed a marginal improvement to first half tonal mining equipment side is e fair testimonial to their should excine a marginal improvement to fair facing a tough domestic market.

Turnover in the first half tonal mining equipment side is e fair testimonial to their should excine a marginal improvement to fair facing a tough domestic market.

Turnover in the first half tonal mining equipment side is efair testimonial to their should excine a marginal improvement of the congression of an upture la orders from the NCES. Overseas, however th to £31.69m (£31.1m). The profit though there are some tentative was struck after depreciation of signs of an upture in orders £1.11m (£1.17m) and interest from the NGB. Overseas, how. £930,000 (£1.02m). There is a ever, the trend is better in both tax charge this time of £150,000 the US and South Africa. It now leaving the net profit at looks as if full year areas. tax charge this time of £150,000 the US and South Africa. It now leaving the net profit at looks as if full year profits could reach £2m, suggesting a fully taxed p/e of 12.7 at 51p or 9.8 on a more realistic tax charge. The directors may be tempted to pay a more meaningful dividend.

HunterPrint improves to £1.7m

The net final dividend of this company, which trades its shares on the Unlisted Securities Market, has been recommended exceptionals, number by 25 per cont. The security of this continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins are selling on a p/6 improvement in margins. These continuing are selling on a p/6 improvement in margins are selling on a p/6 improvement in margins.

AN ADVANCE of 27 per cent to pre-tax profits of £1.71m has been shown by HunterPrint for the year to October 2 1983. Sales of this quality colour printer increased from £19.66m to £20.79m.

In the previous year profits came to £1.12m.

Mr Michael Hunter, chairman. says that the current financial year has got off to a good start with turnover and profits showing an improvement over the group will make further progress in 1984.

The net final dividend of this group will make further progress in 1984.

The net final dividend of this company, which trades its shares on the Uxilsted Securities Market, has been recommended at a premium are to the Uxilsted Securities Market, has been recommended at a premium and a 22-page Press in 1982 and, more recently, the 48-pager, which has given the group the extra muscle to pitch for very long runs of high-quality work—after lower exceptional dables of 514,000 (£72,000). Tax came to £12,000 and extraordinary debits to £93,000.

Comment in a 32-page Press in 1982 and, more recently, the 48-pager, which has given the group the extra muscle to pitch for very long runs of high-quality work—after lower exceptional dables of 514,000 (£72,000). Last time, minorities came to £13,000 and extraordinary debits to £93,000.

Comment in a 32-page Press in 1982 and, more recently, the 48-pager, which has given the group the extra muscle to pitch for very long runs of high-quality work—after lower exceptional dables of 514,000 (£72,000). Last time, minorities came to £13,000 and extraordinary debits to £93,000.

Comment in a 32-page Press in 1982 and, more recently, the 48-pager, which has given the group with has form 12.53p to 19.12p.

Fre-tax profits were struck after lower exceptional dables of 514,000 (£72,000). Last time, minorities came to £13,000 and extraordinary debits to £93,000.

Comment in a 32-page Press in 1982 and, more recently, the 48-pager, which has given the group of the extra muscle to pitch for very long runs of high-quality work—after lower and profits have a premium ex

CPS Computer coming to USM

CPS Computer Group is joining the Unlisted Securities Market by way of a reverse takeover of the suspended fully listed company Olympia.

CPS sells IBM computer equipment distributes adden coulby.

ment distributes add-on equip-ment for the IBM personal com-puter and has related services, including the distribution of other manufacturers' computer

other manufacturers' computer equipment and leasing.

The company has been attracted to this route to the USM by Olypmia's cash pile. It currently stands at £1m of which £900,000, after liability and cost deductions, will be available to CPS as additional working capital.

Olympia has issued 20m prdinary shares for the issued share Olympia has issued 20m ordinary shares for the issued share capital of CPS Computer Group, of which 10 per cent has been placed by brokers L. Messel at a price of 67p per share giving a market value of £13.4m.

Dealings will begin on Mar-13, the day after an egm of Olympie where abareholders will be asked to approve the takeover and name change. Former Olympian sbareholders will be left with a 9.1 per cent stake in the new group.

The CPS group consists of four subsidiaries, each with a managing director. CPS and

Information Systems which sells

3 11.5

2 4.13*

div.

0.39

4.6 2.53 0.06

Lloyds Bank
Mallinhall Limited
Edward Manson & Co.
Meghraj and Sons Ltd.
Midland Bank

Morgan Grenfeli

National Bk. of Kuwait Netional Girobank National Westminster

R. Raphael & Sons ...
P. S. Refson & Co. ...
Roxburghe Guarantes
Royal Trust Co. Canada
J. Henry Schroder Wagg
Standard Chartered ...

Trade Dev. Bank TCB
Trustee Savings Bank
United Bank of Kuwait

United Mizrahi Bank...

Volkskas Intni. Ltd. ...

Westpac Banking Corp. Whiteeway Laidlew ...

Williams & Glyn's 9 % Wintrust Secs. Ltd. 9 % Yorkshire Bank 9 %

Members of the Accepting House Committee.

7-day deposits S.5%, 1-month 8% Fixed rate 12 months (2,500 6% £28,000, 12 months 9.5%)

payment payment

Apr 9

Dividends shown pence per share net except where otherwise stated.
Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquiaition issues. ‡ USM stock.
§ Unquoted stock. ¶ For 16 months. ∥ Includes special payment

BASE LENDING RATES

Duncan Lawrie

E. T. Trust

Exeter Trust Ltd.

10 %
First Nat. Fin. Corp. 11 %
First Nat. Secs. Ltd.

10 %
Robert Fraser

10 %
Grindlays Bank

9 %
Call deposits en aums el: under fi0.000 57%, £10.000 up to £50.000
67%, £20.000 and over 72%.

Call deposits £1,000 and over 51%.

Call deposits £1,000 and over £1.000 67%.

Call deposits £1.000 and over £1.000 67%.

Mortgago basa rete.

The subsidiary which provides date entry services both in the UK and overseas made e loss last year due to the costs of estab-lishing overseas operations but

1983 pre-tax profits were in excess of £450,000. In the last financial year to September it made taxable profits of £736,000 on turnover of £15.382i.

The p/e based on these profits is 19.1 times on an actual tax charge and 37.2 times on e notional full tax charge.

comment

developed a successful husiness selling and distributing IBM equipment. It is now henefiting from the popularity of the IBM personal computer and the demand for all the add-on equipment available. Such dependence on a single manufacturer might appear worrying, but the directors say the relationship is symbiotic and not likely to be disrupted. Assuming that such a fate does not befall the market, then CFS is in e high growth

profitable area. It has such blue chip customers as the Bank of England, GEC Computer Ser-vices, Mars Group Services and Taylor Woodrow, The task of its management team is to find and get the distribution rights of best new technological pro-ducts. The directors would like is expected to contribute profits in the current year.

CPS group is not giving a pretax profits forecast for the current year but says that for the three months to December 1983 pre-tax profits were in the current of the current o

2.00

4 - 7 ---

45" -

20.00

V-2-0

fee .

100

. ...

The state of the s

dimarii)

To garden to the state of

K^{(E)MYY}GR

©uaranteedi

KEINWOIS!

10. .

···



LADBROKE INDEX Based on FT Index 814-819 (unchanged) Tel: 01-493 5261

Granville & Co. Limited **DIVIDENDS ANNOUNCED** Corre- Total sponding for Date Member of NASDIM

27/28 Lovat Lane London EC3R 9EB Telephone 01-621 .1212

Over-the-Counter Market

all Warrantholders of THE NOMURA SECURITIES CO LTD US\$100,000,000 61, per cent Bonds due 1968 with Werrants

due 1968 with Warrants
The Toyo Trust and Banking Compeny, Limited, London Branch, os
Principal Poving Agont, Warrant
Agent ond Replacement Agent is
the respect of the above Warrants
horsby gives Netice that as from
19th March 1984, its address will be
5th Floor, Bucklersbury House, 83
Cannen Stroet, London ECAN 8A1
and os from thei date sil Notices
end Communications should be sent
to that address.

THE TOYO TRUST AND SANKING CO LTD Londen Grench Dated 17th February 1984

BH Warrentholders of NISSHO-IWAI CORPORATION US\$70,000,000 61, per cent Guaranteed Bends due 1969

with Warrents with Warrants

The Toyo Trust end Senking Comeany. Limited London Branch, es
Principal Paying Ageal, Warrant
Agent and Replocement Agont in
the respect of the above Warronts
hereby gives Notice that as from
19th March, 1984, its soferes will
be 5th Fleor, Sucklersbury House,
83 Cannon Street, London ECAN SAJ
and oa from thei dets all Notices
to their address.

THE TOYO TRUST AND
BANKING CO LTD
London Branch

Deted 17th Fabruary 1984.

Holbors Fund Management (Guernsey) Lel., P.O. Box 61, Bermuda House, St. Julian's Avc., St. Pener Port, Guernsey, 0481-26268. **Holborn Currency Fund Limited**

96. to DM Dep. DM 50.06 DM 50.25 Mel US\$ \$9.73 Sw Fr Dep. Sw Fr NR Sw Fr 50 J. Yen Dep. Yen 5,007 , Yen 5,026 100.6p USSDep.

Trusthouse Forte PLC Results Year to 31st October 1983

	£m	£m
Trading Receipts	1012.0	915.4
Trading Profit (before depreciation)	134.8	111.8
Profit before Tax	82.1	57.1
Profit after Tax and minority interest	62.0	46.8
Dividend per share	8.25p	· 7.0p
Earnings per share (net)	15.9p	12.0p

Turnover of over a Billion Pounds

Profit before tax up 44% on last year.

Dividend increased by 18%, plus one for one Scrip Issue.



To book at any of our hotels, ring our reservation offices on 01-567 3444 or 061-969 6111 or see your travel agent, or ring the hotel direct.

of net borrowings to shareholders' investment 0.34:1.

Balance Sheet remains strong - ratio

Trading in the current year is considerably ahead of last year and we look forward to further progress in our operations and profits.



Copies of the Annual Report may be obtained from the Secretary, 12 Sherwood Street, London W1V 7RD

Suter sells

Prestcold

for £9m

By Ray Maughan

operations

Suter Electrical, the refrigera-

Prestcold's Frankfurt and Mon-treal distribution subsidiaries are included in the sale which will raise £9m for Suter, in addi-tion to £2m conditional sale pro-ceeds arising from the six-acre site edjoining the Theale plant. The surplus book value is esti-mated at £500,000, and £4m of the consideration will be used to repay overdrafts and short-term

repay overdrafts and short-term

Suter's refrigeration whole-

· 10 f1

2 to US

Ranger uranium mine lifts first-half profit

BY GEODGE MILLING-STANLEY

make blg profits. when Ranger is now liable for a full public.

year tax charge, baving ex-hausted all the tax offsets allowed against capital spending last year, but has still managed to increase net profits in the latest half-year.

Energy Resources of Australia Energy Resources of Australia (ERA), the company set up two and a half years ago to operate Ranger, has reported a net profit for the six months to the end of December last year of A\$27.42m (£18.3m), on sales of A\$122.57m.

This compares with profits of A\$22.01m from sales of A\$22.01m from sales of A\$27.50m in the first half of the previous year.

Party conference in mid-year, the Ranger mine in the country's Wallsend, each of which retained Northern Territory continues to make big profits.

When it was floated to the working the

puhic.
Interim results are due from hoth companies in the next week or so, and they can expect to receive something like ASS.Am each from their ERA holdings, about ASIm higher than in the first half of the previous year.

After a somewhat troubled start, ERA has recently succeeded in remaining largely no-

WITH A FINAL decision on the future of Australia's uranium mining industry once again post-poned, this time until the Labor All this will be welcome news approval for development of the from profits of A\$57.39m or 14 huge Olympic Dam copper-uranium-gold deposit at Roxhy Downs in South Australia. Suter Electrical, the refrigeration and air-condutioolog group
headed by Mr David Abell, bas
sold its Prestcold semi-thermetic
compressor and condensing unit
at Theale, Berkshire, to a joint
venture subsidiary of Copeland
Corporation of America.
Prestcold's Frankfurt and Montreal distribution subsidiaries. Other developments, notably

tha big Jabliuka deposit in the Northern Territory, have been ruled out, for the time being at

The whole questim of urantum mining is to come up for yet another review at the party conference in a few months, but in the meantime Ranger has bean given authority to enter into two new contracts.

These contracts, however, cover only a total of 2,500 short tons of uranium oxide for sale to two U.S. utilities, and fall far chort of ERA's desire to expand Ranger's output from the current level of around 3,000 tonnes a year to 6,000 tonnes, making it the largest single producer in the period

previous year.

Earnings came out at 6.69 cents per share, up from 5.86 cents, and the interim dividend is maintained at 5 cents.

In the 12 months to June last

Allowing for the additional proceeds of surplus land at

Theale, the release of working capital and export guarantee liabilities, Suter's cash balances will stand at some £7m after the Copelend deal.

Share Stakes

ordinary.

Amalagmated Estates—Further to an announcement made on February 13, sale of 9,476,424 shares by the Promotions House Lorlin Electronics exchanged contracts to acquire a freebold has now been carried out through factory from Rossmore Engineerthe market. Linden Holdings has purchased 1.9m shares et a price ing, opposite Lorlin's plant at Littlehampton, Sussex. of 1231p eech.

Berkeley Exploration and Pro-

Marlborough Property — Mr M. M. Lange, director, has sold 50,000 ordinary reducing his beneficiel bolding to 7,295,988 February 15, for its own account.

Marler Estates offers for SB Properties have been declered uncooditional. The ecceptance period has been extended to

March 3. By February 15 Marler bad received acceptances for 5,559 ordinary SB (89.58 per cent).

Reed pays £28m for five U.S. titles

BY CHARLES BATCHELOR

Reed International, paper, packaging and publishing group, is to buy five specialist mage-zines in the U.S. for \$41m (£28.4m). In an unrelated deal it has also agreed the sale of its UK poster subsidiary, London & Provincial Poster Group, for

225m cash.
Cahnera Publishing Company.
Reed's Boston-based magazine aublishing and exhibitions arm, has agreed to buy Interior Design and Corporate Design from Whitney Communications

Cahners, also recently bought three other magazines, Chemical Purchasing, Energy Design Update and Food Transportetion from another vendor. They have combined expenditude of the company's owner, Mr. combined annual turnover of

Mr Kenneth Morton, Reed finance director, said: "Cahners has been going extremely well and we have been putting money and we have been putting money into its development with a number of big acquisitions, both of businesses and titles."

Latest annual turnover of Cahners was \$175m, two-thirds of which came from magazines and one third from exhibitions. It mublishes about 30 titles ex-

Annual turnover of the two magazines, which are distributed to a controlled circulation hasis. It publishes about 30 titles, ex-cluding the new acquisitions, and

of the company'e owner, Mr Whitney, several months ago. Goldman Sachs, U.S. investment bank, arranged a tender among a number of bidders.

Reed has also reached agre ment in principle to sell its wholly-owned subsidiary, Loodon & Provincial, to a newly-formed company ultimately-owned by Adams Communications, a privately owned U.S. company with television stations in the mid-West as well as hanking and soft drinks interests. London & Provincial contri-buted trading profit of £2m and turnover of £17m to Reed's results in the year ended March 31

"London & Provincial has faced a lot of competition from the other media such es breakfast television and the colour supplements," Mr Morton said. Reed's poster activities have been under pressure for the past year or so from declining volumes and higher site rentels and local authority rates. Reed still has a 9 per cent holding in another quoted poster group

Reed's ahares rose 6p yester

More O'Ferrall.

dey to 432p.

Two Chevalerique nominees for Sumrie

TWO NOMINEES of Le Hepker, who is legal and investChevalerique, Monaco - based ment adviser to the Monaco "a multitude of private as leisurewear."

Sumrie has made losses in the acquired a large stake in Sumrie (company), and Mr Mervyn Spuracquired (company), and Mr Mervyn Spuracquired (company), and Mr Mer

Suter's refrigeration whole saling division, Nationwide Refrigeration Supplies, will become the soil of franchise holder in the UK and Eire for the full range of refrigeration products. Copeland wil bave the right to subscribe for 2m Suter sbares at 120p per share at any time up to December 31 1985.

The Theal operation lost fim last yeer before interest and tax on sales of film which had increased to sales of film which had increased to sales of film which had increased to sales of film including £5.3m to NRS and £2m to the Canadian and German distribution interests, on which amall profits were earned.

The retained NRS business hased in Newbury, Berkshire, turned over £15m in 1982 and £17m last year. Its target this year is some £20m of sales.

The balance of the payment from Copeland of Sidney, Ohio, will be paid in cash on completion, of which £250,000 will be security for a period of three years for the "usual sales warranties."

Allowing for the additional processed of surplus land at an analysis to the Monaco company which has a large taske in Supplies, will be company which has a large taske in Supplies, will be representative to the Leeds menswear company's property developer, has a 23.85 per cent bolding. His representative, Mr Lance Blackstone, is a chartered accountant.

Mr Harvey Ross, another large sharebolder, has also at the company had ohtained its first information about Le Chevalerique and its intentions at a board meeting yesterday.

Registered in the Isle of Man, Le Chevalerique is beadquartion of which £250,000 will be security for a period of three years for the "usual sales warranties."

Allowing for the additional processed of surplus and at a board meeting squipment group, yesterday agreed the cash offer for the company from market capitalisation would ba polder and property developer, has a 23.85 per cent bolding. His representative, Mr Lance Blackstone, is a chartered accountant.

Mr Harvey Romanic Company and Mr Mervyn Spurgerion, and entent adviser to the Chevalerique developer, ha

near future.
"They want to go into busi-

investors."

"We are tha first company in which they have taken an active interest and we are their largest ecquisition in terms of the percentage of shares held," he said.

"They see their holding as a iong-term investment. It could increase slightly but it won't be reduced. They would like to see the company developed and acquire other businesses in the past three years recording a pretax deficit of £35,575 in the year ended April 2 1983 on turoover of £2,63m. In the six months ended October I 1983 the loss rose hy £60,000 to £94,000.

The company has increased its workforce by 45 in the past three months to 275 to cope with an upture in orders, Mr Sumrie, who bolds 2 per cent of the equity, said.

Sumrie's sbares rose 3p to 130p

Firth agrees offer for Porter

casb offer for the company from G. M. Firth, the steel stock-bolder and property developer headed by Mr Ian Wasserman. Mr Wasserman's company con-

for Porter at this level, its market capitalisation would be about £4.17m. Firth said that its total outlay will be about £3m.

BIDS AND DEALS IN BRIEF

However, Firth intends to place rols just over 29 per cent of any acceptances it receives for Porter's share capital and the its cash offer once it controls egreement on the share subscription will raise this to 51.6 per capital. After plecing, Firth

Elections for loan stock received by February 15 amounted to £2.2m which falls

period for allocation to accepting

In respect of the open offer by

The directors of Kenyon Securities have agreed terms for

the acquisition of the goodwill and assets of Joslin Memorials 1974, together with the leasehold premises, for £85,000 cash.

Current value of the assets being acquired is £85,000 and net peofit attributable to those assets is £12,000.

estimates the net cost of the offer will be about £1.5m. Porter has sustained losses for the past two financial yeers. In the six months to July 8 1983 pre-tax losses ran to £178,000, compared with losses of £231,000 at the interim stage in 1982. Turnover stipped to £8.31m from £6.97m.

In the wake of the announcement, Firth's shares slipped by 1p to close at 22p, while Porter Chadhurn shares changed et 112p.

Allianz not engaged in Phoenix talks

Following speculation, Allianz Versicherung is not engaged in talks with Continental Corporation over possible acquisition of Continental's atake of about 24 per cent in Phoenix Assurance, Altianz chairman Wolfgeng Schieren said, Allianz remains interested in

obtaining a footbold in the British market after withdrawing from the takeover battle for Eagle Star in December,

BANK RETURN

	Wednesday February 16 1984	!	Increase (+) or Decrease () for weak
BANKING	DEPARTMEN	JТ	

BANKING DEPARTMENT					
labilities apital ubito Deposits ankers Deposits,	£ 14,553,000 741,637,208 777,610,744 1,371,554,508	£ + 232,313,370 + 48,882,146 + 55,404,367			
į.	2,905,855,260	+ 847,099,883			
seets overnment Securities dvance & other Accounts remites Equipment & other Secs. lotes	\$88,286,398 590,365,837 1,916,622,360 9,904,360 173,005	- 53,841,069 + 6,847,962 + 569,876,141 + 4,114,603 + 2,246			
1	2,905,355,260	+ 347,099,888			

ISSUE DEPARTMENT							
Liabilities Notes issuedin olrculetion in olrculetion in Banking Department	£ 11,410,000,000 11,400,095,540 9,904,360	-	£ 4,114,503 4,114,603				
Assets Government Oebt Other Sovernment Securities Other Socurities	11,015,100 1,722,324,546 9,676,560,354	<u>+</u>	45,500,849 45,500,849				
Other Bocantras,	11,410,000,000						

NOTICE OF REDEMPTION

KUBOTA, LTD.

63/4 % Convertible Debentures Due April 15, 1991

NOTICE IS HEREBY CIVEN to the Holders of the 63.7% Convertible Debentures Due April 15, 1991 (the "Debentures") of Kabota, Ltd., e Jepanese corporation (the "Company") that pursuant to Article Eleven of the Indenture, dated as of February 1, 1976, between the Company and Morgan Guaranty Trust Company of New York, as Trustee (the "Trustee") the Company has decided to redeem on April 15, 1984 all Debentures then outstanding in eccordance with the provisions of the fourth paragraph of the reverse of the Fully Registered Debentures and the fifth paragraph of the Coupon Debentures.

As the Redemption Date, which is April 15, 1984, falls on Sundey, parsuant to the Section 113 of the Indenture, payment of the interest, principal and premium or conversion of the Debentures may be made on the next Business Day, which is April 16, 1984, with the same force and effect as if made on the Redemption Date.

The price at which the Debentures will be redeemed will be 102.50% of the priocipal amount thereof (the "Redemption Price") and will be US.\$1,000 principal amount. In addition, the Company will pay to the holders of the Coupons due on April 15, 1984 the amount of such Coupons upon presentation and surrender of such Coupons in accordance with the provisions of the Debentores and the Coupons. Interest on Fully Registered Debentures will be paid in the usual manner.

The payment of the Redemption Price will be made on and after April 16, 1984 npon presentation and surrender of the Debeotures together (in the case of Coupon Debentures) with all coupons appertaining thereto maturing after April 15, 1984 at any of the offices of the following Peying Agents:

Morgan Guaranty Trust Company of New York, New York
Morgan Guaranty Trust Company of New York Russelle.

presentation and surrender of the Debeotures logether (in the case of Coupoo Debentures) with all coupons appertaining thereto maturing after April 15, 1984 at any of the offices of the following Peying Agents:

Morgan Guaranty Trust Company of New York, New York Morgan Guaranty Trust Company of New York, Erussels Morgan Guaranty Trust Company of New York, London Morgan Guaranty Trust Company of New York, London Morgan Guaranty Trust Company of New York, London Morgan Guaranty Trust Company of New York, Paris Credito Romagnolo S.p.A. (Milano), Milan Bank Mees & Hope N.V., Amsterdam Kredietbank S.A. Lauxembourgeoise, Luxembourg

All payments will be made in such coin or currency of the United States of America as et the time of payment shall be legal tender for the payment of public and private debts at the office specified above in New York City, or, at the option of the Holder, in like coin or currency, at the other offices specified above, by check drawn on, or transfer to e United States dollar account maintained by the payee with a bank in New York City, subject to any applicable fiscal and other laws and regulations, all in accordance with the provisions of the Debentures and Coupons.

From and after April 15, 1984 interest on the Debentures will cease to accrue and the right to convert the Debentures into shares of Common Stock of the Company will terminete at the close of business on April 16, 1984.

The Debenturcholders' attention is called to the feet that in accordance with the provisions of the third paragraph of the reverse of the Fully Registered Debentures into shares of Common Stock of the Company having a par value of \$50 per share, or at the option of the bolders, into American Depositary Shares or European Depositary Shares each representing 20 shares of such Common Stock at the conversion price (with the Debentures into shares of Common Stock of the Company having a par value of \$50 per share, or at the option of the bolders, into American Depositary Shares or European Depositary Shares each

any of the Paying Agents.

For the information of the Debentureholders, the reported closing prices of the shares of Common Stock of the Company on the Tokyo Stock Exchange during the period from February 1, 1984 to February 14, 1984 ranged from the high of \(\frac{3}{2}\)323 to the low of \(\frac{3}{2}\)318 per share. The reported closing price of such shares on the Tokyo Stock Exchange on February 14, 1984 was \(\frac{3}{2}\)318 per share.

Dated; February 17, 1984

KUBOTA, LTD.

VAN

Poor coal market hits Westar

LOWER COAL DEMAND has hit fourth-quarter profits of Canada's Westar Mining, and the adverse effects are expected to continue in the current year.

Westar, formerly known as BC Coal, reported net profits for the three months of C\$8.7m (£5m), down from C\$18m e year earlier. Full-year earnings were also lower than in 1982, with a profit of C360.7m against C372.8m, but the previous year's results were boosted by an extraordinary gain of C\$21.5m, which implies that Westar has done hetter at the operating level in the latest 12

Westar is owned as to 67 per cent by British Columbia Re-sources Investment Corporation, with the remainder of the equity held by a consortium of

smelting, has also reported lower profits for last year.

Brunswick, a subsidiary of Noranda Mines, turned in net profits for the year of C\$7.50m, down from 1982's C\$16.40m. The company said that the price of zinc responded well to last year's atrong market but lead and posed zinc plant.

atrong market, but lead and copper remained weak. The decline in the silver price in the fourth quarter also affected results. affected results.

In addition, metal output for the year was lower as a consequence of falling ore grades and lower productivity. Ground problems and difficulties with mining machinery were largely overcome by the fourth quarter.

In fect, Branswick recorded a eld by a consortium of loss for the fourth quarter of cs3.94m. This was attributable Another Canadian mining comto the lower silver price, the cost

to 30.9.83

3,223,117

652,593

(79.550)

100,998

631,145

452,177

298,446

153,731

6,563

31.812

0.57p

Six Months to 30.9.82

2.505.033

326,666 19,051

89.530

218,085

94.934

16,446

78,488

6,563

31,812

0.28p

Joseph Webb PL C

INTERIM REPORT (UNAUDITED)

osed zinc plant. The estimated C\$387m capital cost of this new plant was to heve been shared, with two-thirds coming from Brunswick and the remainder from Heath Steele Mines, another company in the

Noranda group.

Brunswick said that the project is "unlikely to proceed under presently anticipated market and economic conditions."

Goldfields dividend soon

Southern

AUSTRALIA'S Southern Goldfields bopes to pay its first dividend to sharebolders either this
year or next, eccording to Mr
Geoffrey Stokes, chairman. A
declaration will, however, only
be made "as soon as is consistent with sound financial
management."
Southern Goldfields is unnsual
among junior Australian exploration companies in that it is
already in profit, even though
its main current project, the
development of e gold mine et
the Nevorie prospect near Marvel
Loch in Western Australia, is
not yet in production.

Peak Hill is a 50-50 ioint venture with Grants Patrs Partners, while Nevorie is owned as to 40 per cent, with Jingellic Minerals bolding the remaining

London and Liverpool
London and Liverpool
London and Liverpool Trust
has sold the photocopier business, goodwill and certain of the
stock of its wholly-owned subsidiary, Sussex Reprographics, to
Southern Business Leasing for
1230,000.

the exercise of an option granted under company's option scheme for executives — sold 44,500 "A" ordinary at 180p per share.

Estates Property Investment Co. — Clabir International NV, wholly owned subsidiary of Clabil Corporation, has purchased a further 800,000 ordinary and now holds 4,087,500 ordinary (21.39 per cent).

Loch in Western Australia, is not yet in production.

The company declared operating profits of A\$408,458 (£272,000) for the 12 months to September 30 1983, largely from a tailings retreatment venture at Peak Hill, a little to the north of the town of Meekatharra. The New Throgmorton Trust (1983) — Merrill Lynch Pierce Enner and Smith Inc. has disposed of 250,000 capital shares reducing its bolding to 1,500,000 (7.5 per cent).

Singlo Group — Mr D. M. Slocock, chairman, has sold 90,750 ordinery and purchased 615,000 of convertible unsecured. f15,000 of coovertible unsecured loan stock 1988/91.
Granade Group — Mr B. Quilter, director, has — following the exercise of an option granted

of 12319 eech.

Berkeley Exploration and Production — Bristol Production
Services, wholly owned by
Bristol OII and Minerals, has
ecquired e further 375,000
ordinary and now bolds 1.550,000
(15.19 per cent).

Littlehampton, Sussex.

Total net consideration of \$200,000, at which it was valued independently, will be satisfied by the issue of 179,500 Lorlin ordinary and now bolds 1.550,000
(15.19 per cent). (15.19 per cent). Clarke, Nickolls & Coombs -London and Overseas Land has ecquired 20,000 ordinary and now holds 1,230,000.

On February 15, further acceptances of BAT Industries offer for Eagle Star bad been received for 1.12m Eagle Star sbares (0.81 per cent).

period for allocation to accepting shareholders of Eagle Star. Elections to receive loan stock received during the current period and valid in all respects will be satisfied in full. Elections to receive capital notes which are valid in all respects will also be satisfied in full.

placed at 114p with institutional and privete investors. Comple-tion is expected on February 21.

Imperial Life Assurance Com-British Empire Securities and General Trust, acceptances have been received for 5,040,993 existing ordinary shares and 5,082,857 new shares issued by way of the scrip issue. They represent 24.9 per cent of the issued cepital. Cash price payable for the shares is 14.435p each.

Offers remain conditional on admission to the official list, eubject only to allotment, of the Marler consideration shares and the passing of special resolution an EGM of SB on February 22.

further Total acceptances of BAT Industries' offer amount to 136.16m shares (98.43 per cent).

The Trans-Oceanic Trust PLC

Managed by J. Henry Schroder Wagg & Co. Limited The Annual General Meeting was held at 120 Cheapside, London EC2

on Wednesday, 15th March, 1984.

The following is a summary of the Report by the Oirector	s for the year ended 31 st Oct	ober, 1983.
	1983	1982
Total Revenue	£2,734,011	£1,828,434
Revenue after taxation and expenses	£1,083,08D	£ 935,389
Earnings per Ordinary Share	2.950	2.54p
Ordinary dividends for the year net per share	2.840	2.54p
Net asset value per 25p Ordinary Share	170.5p	127.8p

In his Statement in the Annual Report the Chairman, Sir Ashley Ponsonby, commented: In the autumn of 1982 the Directors considered the relative attractions of the US stockmarket and currency to be compelling and arranged e \$7 \(\) million loan in order to increase American exposure. The equity portion of this loan was liquidated in January 1983 resulting in a profit of \$\mathbb{Z}_{n}\$ million. The dollar loan bond portfolio, however, was increased during the year in order to take advantage of the very high real interest rates. Towards the end of 1983 it was falt that the relative strength of the dollar might be coming to an end. \$12 million of exisiting US equity core investments were switched into a dollar loan account so that they might be protected from any possible weakness in the currency. including both dollar loans, some 57% of the Trust's investments were in North America at the year end. The proportion invested in US equities was reduced in the summer when some £2 million of small, high technology stocks were sold. We felt that the valuations put on such stocks by the market were high and discounted rates of growth which might not be attainable. Some 51% of the Trust was invested in the UK where the emphasis continued to be on high yielding recovery stocks which appeared relatively ettractive within the market. Such stocks proved good investments in terms of both capital and income. Japanese investments in the Trust were increased slightly to 7%% during the year. The Board has limited the percentage of unquoted investments in the Trust to 10% and these venture capital holdings have been taken in companies which the Directors believe have sound long-term

Some two-thirds of the Trust's gross assets are now invested overseas where the after-tax income returns are low. Moreover, about one-fifth of the Fund is invested in nil-yielding American junior growth stocks and venture capital situations. Nevertheless, the Trust's earnings rose by 18% over the previous year. Though this was aided in part by the large US bond portfolio the Directors hope that income will continue to grow in 1984, though probably at a lower rate.

The overall objective of the Trust is the achievement of capital growth coupled to further increases in income: to this end the Directors will maintain a flexible approach.

> Copies of the Report and Accounts are available from the Secretaries, J. Henry Schroder Wagg & Co. Limited, 120 Cheapside, London, EC2V 6DS.

Taxation

Preference Dividend 2.525 peuce per Interior Ordinary Dividend 0.1313
pence per share (0.1313 pence)
(Note 1)
Earnings per 5p Ordinary Share
(Note 2)

The interim ordinary dividend is payable on 12th April, 1984 to members on the register at the close of business on the 18th March, 1984.

Note 2: The earnings per share are based on 25,728,705 Ordinary Shares in issue.

Group Turnover

Holidays.

Group Interest

Group Tracing Profit

Property Investment

Estate Development

Group Profit before Taxation

Group Profit after Taxation

share (same)

Group Trading Profit before interest was £652,593 (£326,668) and takes into account a depreciation charge of £213,462 (£215,684). The contributions to Geonp Trading Profits made by each activity are reviewed as follows:—

Holidays and Leisure made e loss of £78,550 (profit £19,051); and one balf of the full year's results from our Holiday and Leisure interests is included in this report. Property income was £190,998 (£89,530). Land Sales showing a surplus of £631,145 (£218,085) which were contracted in the period have made a most useful contribution to these results. Group pre-tax profits were £52,177 (£34,934) and Interest charges were £200,416 (£231,732). A Taxation charge of £298,446 (£16,446) includes ACT written of during the period; and a provision for Taxation which may be payable on a Land Sale. Property income continues to increase.

Your Directors have declared an Interim Dividend of 0.1313p per 5p share being the same amount per share as last year's interin It is proposed that this Interim Dividend should be paid on the 13th April, 1984, to those members on the Ordinary Shareholders Register at the close of business on the 15th March, 1984. The pattern of bookings continues to confirm the shift toward later hooking by our customers as reported last year. It is anticipated therefore from present indications that this trend will continue in

In the United Kingdom:-Holimarine Holiday Villages

In the South of France:-Holimarine Europe

It is not anticipated that e further contribution will be made from the sale of land in the second half of the year.

KLEINWORT BENSON FINANCE B.V. US \$50,000,000

Guaranteed Floating Rate Notes 1991 convertible until 1985 into 10½ per cent. Guaranteed Bonds 1995 and unconditionally and irrevocably guaranteed as to paymen

of principal, premium (if any) and interest by

KLEINWORT, BENSON, LONSDALE PLC For the three months 17th February, 1984 to 17th May, 1984 the Notes will carry a Rate of Interest of 10% per cent per annum with a Coupon Amount of US\$ 128.91.

CHEMICAL BANK INTERNATIONAL LIMITED

Caravan Parks

UK COMPANY NEWS

Ryan Hotels share placing expands equity base 45%

profits after three years of losses Dublin-based Ryan Hoteis has raised £860.000 (££1.08m) through

major share issue.
Brokers Fielding Newson-Smith yesterday placed 10.75m ordinary shares at Sp each in a move which increases the issued capital by 45 per cent. Initially. the money raised will he used to reduce the company's borrowing. In the market the shares fell

2p to Sp.

The placing was announced the day after an abortive attempt by one-time director of a few months' standing. Mr W. F.

BOARD MEETINGS

dates of Brand meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering are interime or linels and the sub-

mainly on last year's timetable.

o'Hara, to oust the existing board and put himself back as a director. A director of Ryan said yesterday that Mr O'Hara spoke for around 12 per cent of the votes, but the proposals were defeated at an extraordinary shareholders' meeting on Wednesday.

A month ago. Ryan reported profits of If123,833 for the year to October 31 1983, compared to losses of If394,773 and If629,213

for 1982 and 1981 respectively.

The directors said yesterday that the turnround had been that the turnround had been achieved in the funce of very difficult market conditions. Over the past two years redundancy shareholders' funds "is appropriate."

The directors said yesterday that the turnround had been achieved in the funce of very difficult market conditions. Over the past two years redundancy shareholders' funds "is appropriate."

The directors said yesterday that the turnround had been achieved in the funce of very difficult market conditions. Over the past two years redundancy shareholders' funds "is appropriate."

The directors said yesterday that the turnround had been achieved in the funce of very difficult market conditions. Over the past two years redundancy shareholders' funds "is appropriate."

The directors said yesterday that the turnround had been achieved in the funce of very difficult market conditions. Over the past two years redundancy shareholders' funds "is appropriate."

The directors said yesterday that the turnround had been achieved in the funce of very difficult market conditions. Over the trading iosses, have significant the Irish punt "augers well for Irish punt the funce of very difficult market conditions. Over the turnround had been achieved in the funce of very difficult market conditions. Over the turnround had been achieved in the funce of very difficult market conditions. Over the turnround had been achieved in the funce of very difficult market conditions. Over the turnround had been achieved in the funce of very double the turnround had been achieved in the funce of very double the turnround had bee

Bibby (J.)
English and Scottish investors Feb 23
TSL Thermal Syndicate Feb 28
Waber Feb 22

Aidcom International

aut aut

Alexanders incurs £214,000 loss

FOLLOWING AN increased deficit at halfway, from £57,000 to £91,000, Alexanders Holdings, Glasgow-hased Ford main dealer.

Steps taken to improve the position at Edinhurgh, namely the reduction of nverheada and the introduction of a new management structure, took effect prior to the year end and, together with further steps now heing taken, "should lead to a aubstantial improvement in the Edinhurgh results for 1984," Mr Loudon states. Glasgow-hased Ford main dealer, incurred taxable losses of £214,000 for the year ended September 30 1983. This is compared with profits of £154,000 last time. Turnover expanded by some £9m to £52,88m.

Mr J. B. T. Loudon, ehairman, says the pre-tax figure was a result of the lnss forecast in the Scottish division of Alexanders Contract Rental, together with the loss incurred by Alexanders of Edinhurgh.

the introduction of a new management structure, took effect prior to the year end and, together with further steps now heing taken, "should lead to a aubstantial improvement in the Edinhurgh results for 1984," Mr Loudon states.

During the 12 months to September 30 tast the company acquired the Peter Carnie Ford dealership and in November the new dealership at Cumbernauld was opened.

These have recently been valued at £350,000. Mr Loudon says the directors

are planning to offer for said certain of the company's properties which have become surplus

to requirements.
There was no tax, again, extraordinary items took £5,000
(£61,000), and preference dividends £13,000 (same). Losses
per 10p share were 0.77p (0.48p
earnings) and again there is a
ooc-for-ten scrip proposed.

COMPANY NEWS IN BRIEF

The recently publicised re-covery had not, as yet, resulted in any significant improvements in demand from the principal markets io which the Dobson Park Industries group operates, Mr J. J. Francis, chairman, told the annual meeting. Overail progress to date indicated a potential imbalance

of performance with a reduced first half against an improved econd he stated. The expected reduced level of UK mining machinery sales would materialise in the first six months, hut would be cushioned by "an appreciable increase" in overseas husiness. Pressure on margins had lotensified hut some improvement was becom-

ing evident in the overseas subsidiaries.

In power tools an improvement had heen shown and was expected to continue. But the engineering division's figures were reflecting continuing difficuities, particularly in capital

Mr Francis said the ratio of borrowings to shareholders' funds remained modest, taking into account the financing of the recent acquisition of Britains.

For the six months ended September 30 1983 pre-tax profits of tember 30 1983 pre-tax profits of sewing machines and parts concern Bogod-Pelepah expanded from £40,000 to £135,000 on turnover of £3,6m, against £3,42m. For the whole of the previous year profits amounted to £347,944, compared with a depressed £8,698.

Earnings per ordinary 10p share were 0.703p (0.314p) and "A" ordinary 1.408p (0.638p) while the interim dividend is unchanged on both the ordinary and "A" ordinary shares at 0.1p and 0.2p respectively,

Improved pre-tax profits of £207,000 against £137,000 have been shown by Elbief for the six months to the end of October 1983. The directors say that the improvement reflected in sales and earnings for the first half has continued and they are hope-

has continued and they are hopeful that it will last for the rest of the financial year.

They point out that the sales increase—from £1.24m to £1.51m—applied to both the handbag frame and photo frame business.

The ner interim dividend has been lifted from 0.385p to 0.44p. In the last full year a total of 1.38p was pald from pre-tax profits of £253,000.

The interim payment has been

The interim payment has been waived by some directors and their associates on 4.7m shares.

Tax for the first half has been estimated at £108,000 before any adjustments.

Pre-tax profits of some £360,000 are forecast hy Futura Holdings, for the year ended December 31 1983, compared with £334,848 last

The order book, of this footwear manufacturer and distribu-tor, is currently similar to this time last year, the directors state. They add that trading conditions continue difficult. At the midway stage the com-

pany had turned round from a £17,651 loss to a £14,443 profit.

Directors of LRC International, a holding company with international and a second company with the second

national, a holding company with interests including health care, household and industrial products and photo-processing, are to exercise a scrip dividend option as regards the interim dividend of 1,15p per 10p share for the year to March 31 1984.

At the annual meeting on September 13 1983, a scheme was approved—in respect of any interim dividend declared before the 1984 meeting—to permit the 1984 meeting—to permit part of their entitlement in the form of new ordinary shares.

The joint receivers announce that they have instructed Law Agents to petition the Court for the appointment of a liquidator to Scottros in receivership and the following subsidiaries, all in receivership: Parker Animal Feeds, J. Deans and Co. J. Derby and Sons (1960), A. C. Penman, and Wilkie and Paul and Wilkie and Paul.

THE MARKS ...

directors of hampton Steam Laundry are ex-pecting a recovery—which pecting a recovery—which showed itself in the six months to September 24 1983 by producing taxable profits of £1,096, against a loss of £12,952—to continue in the second half.

Measures taken by the board last year are credited with the turn round. On a turnover of £404,541 (£418,990), the profits were struck after depreciation of £7,430 (£9,130). There was again no tax charge.

INVESTMENT TRUSTS

An effective 46 per cent in-crease from 87p to 127p in net asset value per 25p share was achieved by London & Lomond Levestment Trust in the 1983

Gross revenue for the was higher at £2.51m against £1.71m. After all charges, including tax of £467,461 (£464,836), net revenue was £910,568 (£891,747). The final divideod is lifted from 1.25p, adjusted for a none-for-one scrip issue, to 1.35p for a higher total of 2.2p (2.1p). Farmings per 25p share were 2.41p (2.36p).

A near 33 per cent increase in net asset value per 25p ordinary was achieved by General Funds Investment Trust in the munths to January 15 1984. The nay on the ordinary increased from 471.31p to 624.71p, and on the 10p convertible it increased by some 37 per cent to 618.46p against 452.36p.

Revenue after tax for the year was £585,811 compared with £544,829. The final dividend is lifted from 5.75p to 6.25p for a

time in Devon and Cornwall. All the in-gredients for growth are here. Excellen communications, large season and loyal labour force, government assis-tance and grants, room to expand, lower costs and wages than elsewhere in the UK. And ...the most glorious m the U.K. Ann ... the most grotous environment you could imagine. Plan your visit now by ringing or writing for a free factual bookler, and making a dare with one of our Development Office.

Devon&Cornwall Development Bureau County Hall, Truro, Corawall TR | 388 Tel: Truro 7 | 324 Telex: 45491 Devon & Cornwall...

has the peace" your business needs higher total of 9p (8.25p). Dr A. K. Cheetham has been appointed a director.

Net asset value per 25p share of Drayton Premier Investment Trust rose by 102.75p to 437p for the 1983 year.

Revenue after all charges, including tax of £2.09m (2.24m), was £3.46m compared with £3.54m. The final dividend is lifted from 8p to 8.5p making a bigher total of 11.5p (11p).

The net asset value of Trust of Property Shares doubted in 1983 to reach 21.98p at December 31, compared with 10.45p the

previous year.

Franked investment income was £30,927 (£23,606) and other income produced £5,674 (£17,293), giving total revenue of £36,601 (£40,899). Expenses, including interest, took £7,485 (£9,086), which left revenue before tax of £29,116 (£31,813). The tax charge was £8,642 tax charge was £8,642 (£11,350).

(£11,350).

The single, final dividend is 0.3333p net, enmpared with 0.0625p. Last year's total payment of 0.3125p included an interim stock dividend, representation and the first first stock dividend, representations. senting one share in former aubsidiary Tops Estates for every
40 shares in the enmpany.

* *

Drayton Japan Trust is cut from 3.5p to 3p oet per share with a final payment of 2p for 1983 -

payment. Net asset value at the year end, however, was much higher at 378.5p against 308.5p at June 30 last, and 265.25p a year earlier.

year earlier.

Revenue for the 12 months was much lower at £150,134 (£1.43m) after tax of £731,404 (£1.45m).

During the year a foreign currency loan was fully drawn down under the terms of a facility, as amended, with Samuel Montague for the year assuipatent. Montague, for the yen equivalent of £28m. It was dated January 10 1983, expiring April 30 1984.

An increase to 126.5p against 98.7p in net asset value per 25p sbare was achieved by River and Mercantile Investment Trust for 1983. At the end of last June the figure stood at 123.9p.
Grosa revenue totalied £3.68m compared with £3.31m. Tax took £1.17m. against £957,000, for higher earnings per share nf 4.31p (4.04p). The final dividend is ifted from an adjuated 2.5p to 3p giving a higher total of 4.4p (4.125p).

As at December 31 1983 net asset value per deferred share of the River Plate and General lavestment Trust amounted to 211.Sp. compared with 208.4p at June 30 iast and 167.6p a year

As forecast, the dividend at lifts the total to 6.2p, against 6p.

Gross revenue was \$1.77p

(£1,6m) and tax took £513.009

(£2,6m) and tax took £513.009 final payment of 2p for 1983 — (£466,000). Earnings per 25p de last year's included a 3p special ferred share were 6.32p (£.6p).

US \$150,000,000 Guaranteed Floating Rate Notes due 1992

SANWA INTERNATIONAL FINANCE LIMITED

Gueranteed as to payment of Principal and Interest by

THE SANWA BANK, LIMITED

Notice is hereby given that the Rate of interest for the initial period has been fixed at 10½% and that the interest payable on the relevant interest Payment Date 16 August, 1984 against Coupon has a large and the August of th Nn. 1 in respect of US\$10,000 nominal of the Notes will be US\$555.03.

17 February, 1984, London By: Citibank, N.A. (CSSI Dept.), Agent Bank

Information for Siemens shareholders

SIEMENS

New orders exceed expectations

Growth of German domestic sales – Capital expenditure up 20%

New orders

During the first quarter of the current financial year, or from 1 October to 31 December 1983, new order receipts of £3,198m remained 7% below those of the comparable period in 1982. At that time, however, orders for the Emsland nuclear power plant, together with the impending expiration of a government capital investment grant, caused an order surge that catapulted growth 25% above the previous year's level. When allowance is made for these special influences affecting last year's first-quarter figure, new orders for the first three months of the current financial year were better than expected.

Excluding power plant business, Siemens recorded a 3% increase of new orders from the German domestic market, while new

Order results were strongly supported by increased worldwide demand for electronic

orders received from abroad matched last

year's volume.

components and, in particular, for integrated circuits. The Components Group chalked up some 40% more orders than a year ago. The medical engineering and data systems sectors, which last year reported especially high growth rates, achieved a slight rise of orders again this year due to intensified international business.

in £m	1/10/82 lo 31/12/82	1/10/83 to 31/12/83	Change
New orders	3,426	3,198	- 7%
Domestic business	1,853	1,700	- 8%
International business	1,573	1,498	- 5%

Sales

First-quarter sales rose 8% worldwide to £2,462m. The increase derived exclusively from German domestic business, which yielded sales of £1,218m or 17% more than for the same period last year. At £1,244m, international sales were roughly on a par with levels a year ago (£1,228m). Above-average

growth rates were again recorded in data systems, medical engineering, and components.

in £m	1/10/82 to 31/12/82	1/10/83 to 31/12/83	Change
Sales ·	2,269	2,462	+. 8%
Domestic business	1,041	1,218	+17%
International business	1,228	1,244	+ 1%

31/12/83

30/9/83 31/12/83 Change

Change

15,348 + 5%

4.949 + 8%

1,076 + 3% .

Orders in hand

5% 8% fina

ring the first quarter, orders in hand rose	in £ra		30/9/83	ı
to £15,348m. Inventory stood at £4,949m,	Orders in hand		14,566	İ
above the volume at the start of the	Inventory	•	4,584	Ī
ancial year. The increase is very largely				_
sociated with ongoing power plant projects.				

in thousands

Employment cost in £m

Employees

The decline in the number of Siemens employees has slowed appreciably. In the Federal Republic of Germany and Berlin (West), the Siemens work force decreased to 210,000 people. This was primarily becau of the contractually scheduled departure of temporarily employed students. Outside Ge many, the total number of employees remain unchanged at 101,000. An average of 312,000 people were employed by Siemens worldwide during the period under review, or 2% fewer than a year ago. in contrast, employment cost went up 3% to £1,076m.

Ell-Andress	013	311	170
Domestic operations International operations	212 101	210 101	- 1% 0%
	1/10/82 to 31/12/82	1/10/83 tn 31/12/83	Change
Average number of emoloyees in thousands	320		

Capital spending and net income

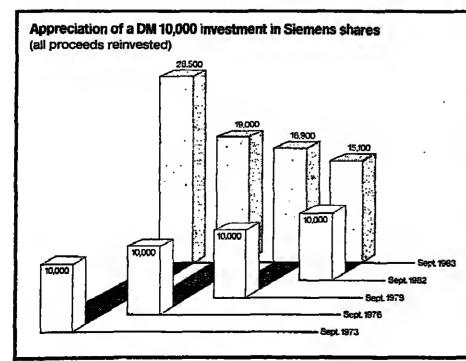
Siemens increased its capital spending a significant 20% during the first quarter, bringing it up to £96m (£80m last year). The emphasis was on the manufacture of new products and the modernization of existing facilities

Net income after taxes rose to £50m (£41m last year). As a result, the net profit margin attained 2.0% as against 1.8% the year before and was equivalent to the figure for the total financial year ended 30 September 1983.

1,041

in Cm	1/10/82 in 31/12/62	1/10/83 to 31/12/83	Change
Capital expenditure and investment	80	96	+20%
Net income after taxes	41	50	
in % of sales	1.8	2.0	

All amounts translated at Frankfurt middle rate on 31 December 1983: \$1 - DM 3.940.



Investors' capital almost tripled in ten years At the end of September 1973 a DM 10.000 investment purchased 46 Siemens shares. Reinvestment of all proceeds from the sale of subscription rights and all dividend income increased the portfolio to 82 Siemens shares in ten years. By that time the market value of the Siemens portfolio, at a price of DM 347.70 per share, totalled DM 28,500. This represents

an average appreciation of 11% per year. Assuming that 30% tax, for example, was paid on the dividends, the return on the capital invested would still come to roughly 10% a year. Yields for the other investment periods shown are in some case even higher.

lemens A

In Great Britain: Siemens Ltd. Siemens House, Windmill Road, Sunbury-on-Thames Middlesex, TW16 7HS

Indian tea gardens

plan production

boost, Page 38

ETINGS.

NEW YORK STOCK EXCHANGE 30-32 AMERICAN STOCK EXCHANGE 31-32 U.S. OVER-THE-COUNTER 32, 40 **WORLD STOCK MARKETS 32** LONDON STOCK EXCHANGE 33-35 UNIT TRUSTS 36-37 COMMODITIES 38 CURRENCIES 39 INTERNATIONAL CAPITAL MARKETS 40

SECTION III - INTERNATIONAL MARKETS

FINANCIALTIMES

Friday February 17 1984

WALL STREET

Numerous reasons for caution

WEAK AND unsettled trading persisted in Wall Street stocks yesterday when successive attempts to rally from a dull start quickly brought out fresh sellers. The market took a sudden lurch downwards and although prices quickly ral-lied there was little sign of any genuine recovery in confidence, writes Terry Byland in New York.

At its lowest point the Dow Jones industrial average was more than 10 points down at 1,148.35. But hy the close, the fall had been cut to a net 3.77, putting the Dow at 1,154 94.

Favourable news on the progress of the U.S. economy initially bolstered con-fidence in the stock market but raised once again the spectre of a tightening of credit policies by the Federal Reserve in order to prevent economic overheating.

Additional reason for caution was provided by the announcement, late in the market's day, of the first money supply figures since the Fed's re-introduction of Contemporaneous Reserve Requirements (CRR), Widely ranging forecasts mostly predicting a substantial rise circulated round the markets.

The announcements of gains in personal income, industry operating levels and housing starts in January revived fears of a Fed tightening, and bond prices opened lower. Later, prices rallied to stand close to overnight levels.

One of the few hright spots in the stock market was AT&T, trading for the first time solely in its new form, the old stock having finally quit the stage after 84 years, as stockholders receive their new operating company certificates in the mail.
At \$16%, AT&T headed the active

stocks list and gained \$%. 1BM also managed a minor gain, adding \$\frac{1}{2}\$ to \$109\frac{1}{2}\$ after reports that it plans to introduce a portable computer,

priced at around \$3,000. Elsewhere, leading stocks were mostly easier as huyers failed to respond to the early morning dip in prices.

American Express, \$\% down at \$28\%, was above the worst after a fresh bout of weakness.

Gulf Corporation fell \$1% to \$54 as investors waited for a move from Atlantic Richfield and/or Mr Boone Pickens of Mesa Petroleum.

Trading results from Hewlett Packard left the shares \$1% down at \$36%. Also among the high technology issues, Automated Data gained \$\% to \$33\%. Unocal, one of the recently favoured hid stocks on the oil sector, gave up \$\% to \$36\% as investors turned their attentions else-

Other duli features included International Paper, \$1/2 down at \$511/4. Johnson & Johnson, the pharmaceuticals group, slipped back \$% to \$36% in response to

its results. The outlook for credit markets re-

1.4450

336.75

3.1750

3%s 513/s

15%

10% 9% 9.55

9.08

11,9050 11,97

2.6760 2.6730

233,25

8.23

1657.50 1654.00 2394.50

INTEREST RATES

U.S BONDS

54.79 54.68 79.15 78.90 1.24625 1.24475 1.8010 1.7955

232.85

8.24

2.195

Euro-currencies

(3-month offered rate)

DM

FFr

3-month U.S.S

6-month U.S.S

(offered rate)

U.S. Fed Funds U.S.3-month CDs

BFr

C\$

1.4425

336.75

3.1750

4 3575

3%

5%

15%

101/16

10%

9.55

9.05

mained unsettled, with some technical analysts warning that the market was repeatedly challenging significant levels on the charts.

on the charts.

The key loog bond has its own danger point of 100 which was touched hriefly on Tuesday and threatened again yesterday morning when early quotations saw the bond at 100%. Later the 2013 issue bounced up to trade close to the overnight level of 1002%.

Some analysts still fear a tightening

Some analysts still fear a tightening of Federal Reserve policies, especially if the economy shows further signs of rapid growth. Mr Donald Regan's somewhat grudging comment that he was "satisfied with monetary policy" was read as suggesting that no pressures will be put on the Fed to ease credit.

However, some other factors were favourable. An offer of \$150m in Philadelphia Electric 141/2 per cent debentures sold quickly at par, and First Boston priced an offering of preferred stock of First Chicago at an initial yield of 10.20 per cent. Both seemed to confirm present rates in the credit markets.

At the short end, rates also shuffled nervously hefore the Federal Reserve helped confidence hy huying \$350m hills on customer account - timed for after the auction of \$8.25hn in one-year hills.

Three-month treasury hills were unchanged at a 9.06 per cent discount and the six-month two hasis points higher at

Margin debt precludes resurgence

TRADING in Tokyo continued to be lacklustre throughout the session yesterday, reflecting the poor overnight performance on Wall Street, writes Shi-

geo Nishiwaki of Jiji Press.

The absence of any strong incentive under the pressure of the high margin deht revived selective buying interest, particularly io high-priced and speculative issues.

tive issues. The Nikkei-Dow average moved with-The Nikkei-Dow average moved within a narrow range during the session, improving by a marginal 4.99 to 9,897.15 on a light volume of 236.43m shares, up slightly from Wednesday's 206.54m.

Some investors felt the market might have reached a trough, with the index over 300 points off its all-time high of 10,206 on January 28. But conditions were not ripe for any increase in huming

were not ripe for any increase in huying as the margin deht stood at an all-time high, and foreign huying was patchy In this thin market, high-priced stocks

returned to popularity, with Fanuc soaring Y400 to Y10,200, KDD Y510 to Y18,400 and Kyocera Y190 to Y9,950. Investors sought these issues for future profits. Nissan Chemical proved particularly

enticing to investors, turnover leader for the third consecutive day and adding Y19 to Y345 in heavy trading. Investors talked of growing demand for magnetic ferrous oxide for videotape recorders, hut in fact the issue was favoured hy speculators as margin sales had come close to purchases. Backing away from stocks eligible for

margin trading because of the high margin deht, some investors continued to huy cash stocks - those not eligible for margin trading. Kanto Denka Kogyo rose Y100 to Y1,750, Gun-ei Chemical Y30 to Y1.450 and Katakura Industries Y20 to Y701. Toshiha remained unchanged at Y388,

with foreign selling roughly halanced hy trust funds' and industrial corporations' purchases. Blue-chip issues remained out of fa-

vour, with Matsushita Electric Industrial firming Y10 to Y1,800 and Fuji Photo Film Y10 to Y2,120.

The bond market turned higher as a leading securities firm increased bond purchases on the yen's rise against the U.S. dollar. The yield on the henchmark 7.5 per cent long-term government hond due January 1993 slipped to 7.375 per cent from Wednesday's 7.385 per cent.

The market was also holstered by speculation that the auction of four-year bonds worth Y135hn might hring the yield close to the coupon rate of 6.4 per

AUSTRALIA

REPORTS of an oil flow from the Esso-BHP Wirrah Three well in the Bass Strait took Sydney swiftly higher, re-versing the dull trend of morning trading when selling orders were being ab-At the close, the All Ordinaries index

was up 3.7 at 746.2 and the All Resources 4.8 ahead at 557.5. BHP rose 10 cents at A\$13.60 and CSR

4 cents to A\$3.89.

SOUTH AFRICA

FAIRLY strong demand, mainly from foreign buyers, took gold shares higher in Johanneshurg, in line with a slightly firmer world hullion price.

Among heavyweight producers, Driefontein added R2.25 to R43.50. Platinums also attracted fair demand with Impala 40 cents ahead at R17.50 and Rustenhurg 30 cents at R14.10.

Mining financials and other minings followed the trend, with Anglo-American adding 10 cents to R22.20, while de Beers was unchanged at R10.10.

Industrials were trendless.

EUROPE

Dollar adds further impetus

THE CONTINUED slide of the dollar against European currencies provided additional impetus to several of the larger markets yesterday. Leading equities and bonds in Frank-

furt were inspired by the weaker dollar and widespread gains ensued, with the Commerzhank midsession index rising 12.9 to 1,052.7.

Allianz's DM 18 rise to DM 815 stemmed more, though, from an un-changed DM 10 divideod declaration and the possibility that the insurer is still actively interested in a major U.S. or UK acquisition.

Motors were active again, with Daimler reporting satisfactory 1983 earnings on 2.5 per cent higher group turnover, DM 3.10 higher at DM 587, and BMW DM 7 improved at DM 429.

Philip Holzmann, in constructions, consolidated its recent gains with an additional DM 9.70 rise to DM 449.70 while Hochtief continued to oscillate, with a DM 12 improvement to DM 492, Stores

were mixed. The strength of the D-Mark and a supply shortage encouraged bonds, in some cases % point higher at the close. The Bundeshank sold DM 44.2m in paper to steady the market.

Investors in Amsterdam appeared disappointed with the overnight slip on Wall Street and early trading was quiet. Interest later focused on insurance issues and selected internationals with the ANP-CBS index, calculated at midsession, 0.2 off at 159.5.

Nat-Ned, poised for a takeover of Amfas, added FI 3.40 to FI 219.70, while KLM surrendered some of the previous session's gains with a Fl 2.50 loss to Fl

Hoogovens trimmed its losses for the day to 70 cents at F1 49.20 ex rights. The rights, which opened at Fl 1.55, closed at almost Fl 2. The bond market overshadowed equities with the success of the World Bank

issues encouraging lovestors into other paper. The foreign trade surplus, which rose to FI 800m in December from a FI 300m

surplus a year earlier, was revealed af-

ter trading and is expected to inject a

measure of strength to the market to-Factors to affect a broadly lower Paris were Wall Street, the rise in the call money rate by 4 percentage point to 12% per cent, and higher unemployment - 0.8

per cent up, in January. Matra's 30 per cent increase in consolidated profits was considered a disappointing performance hy many investors. Shares in Matra came under heavy selling pressure and the stock was not quoted yesterday because of an order imhalance. It closed at FFr 1,922 on Wed-

Lafarge Coppée gained FFr 10.50 to FFr 325.50 following results, although

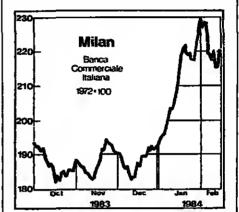
Bouygues' surge in 1983 turnover was revealed after trading closed. Bouygues finished FFr 8 off at FFr 674.

Thin quiet trading, which largely ignored Wall Street's overnight performance, emerged in Zurich. Blue chips' advances were limited to SwFr 20 on average although Dow Banking was actively traded and finished with a SwFr 70 gain to SwFr 1,110. Some chemical stocks were in demand with Ciha-Geigy

SwFr 30 ahead at SwFr 2,270.

The further fall in the dollar exchange rate failed to help Swissair, which closed unchanged at SwFr 1,010. Banks were mixed with Bank Leu edging SwFr 15 higher to SwFr 4,475, while Union Bank at SwFr 3,520 and Credit Suisse at SwFr 2.335 were marked down SwFr 20 and SwFr 10 respectively. Insurers were largely unchanged.

Bonds were steady with dual currency issues helped hy the weaker dollar.



Active trading In Milan saw the Banca Commerciale index close 5.03 higher at 220.64 in the face of the cuts in the discount and Lomhard rates by 1 percentage point each.

Some caution was evident partly due to the end of the Fehruary trading month, the disappointing industrial output figures released on Wednesday and the strikes following the announcement

of the Government's incomes policy.
Flat finished L125 higher at L4,180, although Italcementi was subjected to some profit-taking with a L390 drop to L47,010. Olivetti gained L75 to L4,235.

A small retreat took place in Brussels with market leader Petrofina the only active stock, BFr 20 up at BFr 6,810 following a large block trade involving overseas huyers.
Mlxed chemicals had UCB BFr 115

lower at BFr 4,760 while Solvay managed a BFr 5 move ahead to BFr 3,745. Following its employee wage accord, Fa-brique Nationale improved BFr 20 to

Utilities, the sector most sensitive to interest rates, closed mixed following the 1 percentage point rise in the discount rate, which was less than some operators expected but proved sufficient to dissuade many new huyers. The Stock

Exchange index fell 0.11 to 141.24. Foods, properties and chemicals in Madrid staged a repeat performance of the previous session's strong gains. Most sectors saw price rises although trading was largely dull.

Electricals and hanks also consolidat-

ed recent rises while in communications, leader Telefonica rose 0.5 per cent. Advances outnumbered declines by a

margin of three to one, although almost half of the shares traded closed unLONDON

Struggle to maintain the upturn

INTERMITTENT bouts of activity flared in some secondary issues in London yesterday, hut leading equities struggled to maintain a modest extension of this week's upturn.

At the close, the FT Industrial Ordinary share index was 1.3 higher at 817.9, while the FTSE 100 share index added 2 to 1.035.0.

The recent star performer, TI, suc-cumbed to profit-taking, shedding 4p to 246p, after a low of 242p.

Another engineering major, Metal Box, was rejuvenated by bullish reports following a hroker's visit to the compa-

ny, adding 14p to 344p.
Gilts opened marginally down hut after the latest Public Sector Borrowing Requirement figures had been judged

satisfactory, they edged firmer to closed around % higher on the day. Details, Page 33; Share information service, Poges 36-37

HONG KONG

DISAPPOINTMENT at the outcome of this week's Government land auction contributed to a sharply lower opening in Hong Kong, although a later recovery enabled shares to close mixed.

The Hang Seng index, which fell more than 22 points in the first hour, ended 8.59 down on the day at 1,084.06.

Property issues were generally lower hut other leading shares showed only small movements. One feature was Hongkong Telephone, which announced sharply higher profits for 1983 and added 25 cents to HK\$45.25.

But the company said that sbarehold-ers who had decided to accept the Cable and Wireless offer for their holdings would not be entitled to the final 1983 dividend or a three-for-20 bonus issue.

SINGAPORE

ATTENTION switched from blue chips to small and medium sized issues in Singapore on a day which saw selective huying and profit-taking in active trad-

An expected broad advance, coinciding with the psychologically important final day of lunar new year festivities. failed to materialise and shares ended mixed. The Straits Times index was in

0.92 lower at 1,051.39. General Corporation was again the most actively traded issue, adding a fur-

CANADA

SHARES turned easier in Toronto after a mixed start, as a strong performance hy golds and a less significant rise by metals was more than offset by declines

in pipelines, financials and utilities. The easier trend was mirrored in Montreal, where all of the major stock groupings were marginally lower.

Congratulations to the CHAPS Project on the successful implementation of your major new banking system from all at Tandem Computers Limited.

KEY MARKET MONITORS Frankfurt Commerzbank Paris CAC General 1984 1960 1981 1982 1983 1984 STOCK MARKET INDICES U.S. DOLLAR NEW YORK Feb 16 Previous Year ago

1154.94	1158.71	1087,43
		478.16 124.08
156.13		147.43
100.10		
81700	R16 60	650.30
		406 37
525.39		441.23
480.50	478.70	414.23
616.50	606.00	721.90
82.89	82.77	79.58
9897.15	9892.18	8145.41
765.72	764.51	590.23
746 20	742.50	515.20
_	512.20	464.10
-		
65.50	55.00	48.71
23.20	55.20	70.71
141,24	141.35	106.17
2387.00	2391.20	2147.60
417.62	419.56	368.16
402.44	403.41	355.66
213,22	211.49	107.57
161.80	164.20	105.90
103.50	105.90	109.70
358.72	352.32	259.36
1052.70	1039.80	776.40
1064 06	1090.69	944.32
200 64	215 04	205.95
220.04	215.01	200.50
159.50	159.70	112.50
159.50 131.30	159.70 131.30	112.60 98.80
131.30	131.30	98.80
131.30	131.30	98.80
131.30	131.30	98.80
131.30 235.84	131.30 237.65	98.80
235.84 1051.39	237.65 1052.31	98.80 149.86 911.29
131.30 235.84	131.30 237.65	98.80
235.84 1051.39 925.00	237.65 1052.31 907.80	98.80 149.86 911.29
131.30 235.84 1051.39 925.00 968.40	237.65 1052.31 907.80 968.30	98.80 149.86 911.29 1012.80 846.20
235.84 1051.39 925.00	237.65 1052.31 907.80	98.80 149.86 911.29 1012.80 846.20
131.30 235.84 1051.39 925.00 968.40	237.65 1052.31 907.80 968.30	98.80 149.86 911.29 1012.80 846.20
131.30 235.84 1051.39 925.00 968.40	131.30 237.65 1052.31 907.80 968.30 114.60	98.80 149.86 911.29 1012.80 846.20
131.30 235.84 1051.39 925.00 968.40 115.69	131.30 237.65 1052.31 907.80 968.30 114.60	98.80 149.86 911.29 1012.80 846.20
131.30 235.84 1051.39 925.00 968.40 115.69	131.30 237.65 1052.31 907.80 968.30 114.60	98.80 149.86 911.29 1012.80 846.20
131.30 235.84 1051.39 925.00 968.40 115.69 1553.47 368.60	131.30 237.65 1052.31 907.80 968.30 114.60 1571.38 367.60	98.80 149.86 911.29 1012.80 846.20 102.40 1175.25 307.50
131.30 235.84 1051.39 925.00 968.40 115.69 1553.47 368.60 Feb 15	131.30 237.65 1052.31 907.80 968.30 114.60 1571.38 367.60	98.80 149.86 911.29 1012.80 846.20 102.40 1175.25 307.50 Yearago
131.30 235.84 1051.39 925.00 968.40 115.69 1553.47 368.60	131.30 237.65 1052.31 907.80 968.30 114.60 1571.38 367.60	98.80 149.86 911.29 1012.80 846.20 102.40 1175.25 307.50 Yearago 162.60
131.30 235.84 1051.39 925.00 968.40 115.69 1563.47 368.60 Feb 15 179.60	131.30 237.65 1052.31 907.80 968.30 114.60 1571.38 367.60 Prov 178.80	98.80 149.86 911.29 1012.80 846.20 102.40 1175.25 307.50 Yearago
131.30 235.84 1051.39 925.00 968.40 115.69 1553.47 368.60 Feb 15 179.60	131.30 237.65 1052.31 907.80 968.30 114.60 1571.38 367.60 Prov 178.80	98.80 149.86 911.29 1012.80 846.20 102.40 1175.25 307.50 Yearago 162.60
	509.06 125.24 156.13 817.90 490.92 525.39 480.50 616.50 62.89 5897.15 765.72 746.20 519.70 55.56 141.24 2387.00 417.52 402.44 213.22 161.80 103.50	509.06 506.75 125.24 125.63 156.13 156.25 817.90 816.60 490.92 489.33 525.39 523.12 480.50 478.70 616.50 606.00 82.89 82.77 5897.15 9892.18 765.72 764.51 746.20 742.50 519.70 512.20

Frankturt

Paris (fixing)

New York (Feb)

Zunch

2387.00	2391.20	2147.60			Ų.5 D	פתחי		
			Treasu	ry	Feb 1	ıs-	Pre	v
417.62	419.56				Price	Yield	Price	Yield
402.44	403.41	355.66	10% 1	986	992%2	10.76	9927/32	10.71
				1991	100°5:	11.73		11.71
213.22	211.49	107.57	11.75		991%2	11.83		11.79
			12 2	2013	100'52		10021/32	11.92
464.00	40.00	405.00	Corpo	rate	Feb		Pre	
161.80	164.20	105.90	T&TA		Price			Yield
103.50	105.90	109.70		ne 1990			93%	11.80
				ly 1990	68%			10.75
356.72	352.32	259.36		ay 2000	75%	12.20	75%	12.30
1052.70	1039.80	776.40	Хегох					
				arch 199	-	11.95	92%	12.05
1064.06	1090.69	944.32	Diamon	d Sham	rock			
100+100	1020,03	544.32	10% M	ay 1993	91%	12.15	91%	12.20
					Stores			
220.64	215.81	205.95	10% M		97%	12.20	86%	12.35
			Abbot 1	•			30.0	
159.50	159.70	112.50		eb 2013	96%	12.20	95%	12.35
131.30	131.30	98.80	Alcoa	2013	307			
				- 0010	96%	10.85	95.413	12.85
			12¼ De	C 2012	30%	12.00	33.413	12.03
235.84	237.65	149.86			MCIAL	8371	DES	
				FiR				
1051.39	1052 31	911.29	CHICA		Latesi	High	Low	Prev
			U.S. Tr	escury	Bonds (CBT)		
			8% 32m	ds of 100)Aio			
925.00 968.40	907.80 968.30	1012.80 846.20	March				69-26	7001
300.40	303.00	(1020			Bills (1)	AM)		
				ents of 1				
115.69	114.60	102.40	March		90 90	90.92		90.92
					l Deposi	it (lineage)		
4550.47	4574 00	1175.25		ents of 1			** **	~~~
1553.47	15/1.36	11/3.23	March		90.31	90.43	90.29	90.32
			LONDO					
368 60	367 6 0	307.50			Eprodoli	ar		
Fab 65		Versen	\$1m po	inls of 1	00%			
Feb 15		Yearago	March		90 14	90 18	90.11	90.15
179.60	178.80	162.60	20-yes	ır Notio	nai Gilt			
Inor or	ince)		250,000	32nds	of 100%			
per ou			March		108-28	109-00	108-24	108–31
	b 16	Prev						
	184 00	\$384.75			OMMO	DITIES	5	
	84.00	\$383.125	-					rev
	84.50	\$383.25	(Lendon)					16V 527.450
	83.87	\$382,98		ipol fixun	G)	6331	5.75 £10	
,	83.35	\$383.25	Copper					200.50 270.00
\$3	84.40 *	\$383.40	Coffee		W_F -=	£2087.		28.42
•			Oil (spo	t Arabla	n light]	\$28.	42 8	25.42

 \mathbf{k}

เครียงที่ที่ ของกลักที่ ของ ก็เกี่ยงก็ที่ หัวที่ หัวที่ ก็ได้เก็บ ก็ก็สำหรับ ก็ได้ สำหรับ ก็ได้ เก็บ ก็ได้ เก็

KI PARTINE BERGER LEGISCHE BERGER BER

EVC CODE Banking Banki

Amsted Analog Analog Analog Analog Analog Anchor Andro Andro Analog Anchor Analog Anal

STATE CO.

SAN STATE OF THE S

20% 14½ 26½ 33% 20% 13

त्री हैं है है है है है के किया के किया के किया के किया के किया के किया किया के किया है किया किया किया किया कि

新西西西口爱尔纳尔爱斯斯尔里尔斯克斯斯人女斯瓦尔里达斯克尼斯及亚塔斯里西哥斯 2010年 1620年
A TOTAL TOTAL TOTAL OF THE CONTROL OF THE STATE OF THE ST

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING BE THE STATE OF STATES OF 12 Menth La 20 3 9 5 4 5 1 2 2 3 3 3 3 5 1 4 1 2 2 3 3 3 3 5 1 4 1 2 2 3 3 3 3 5 1 4 1 2 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 3 5 1 4 1 2 3 3 3 3 3 5 1 Base 1995年, Bunghing harmon burner warm State
FORTH THE TOTAL THE · 17位50年7年最初的10年日的12年195年的12年18日 **通行外外的数个影响与新山的场外的影响的数别的数别的** 610ck
PRIAN
1900 (1700) 2511 7346 (2255) 1396 (1779) 150 (1855) 151 (1855) Standard Benefile Ben Merky Messer Mes 72 41 10 380 35 12 1 Gd 41 14 wr 11 37 4 2 60 80 12 1 78 59 7 2 40 47 11 7 2 40 47 11 7 2 28 12 1 84 12 1 84 12 1 84 12 1 85 11 1 86 11 2 89 11 2 89 11 2 69 27 10 3 52 57 8 Critics Control Contro 我们只有少多的时间都是自己的方法的对话的方法。 ++1-1+1-1-1-1-1-1-1-1-+++ 而用有不能是一种情况中心的情况,就可以有一种可以用的一种情况的一种情况的一种不是一种可以是一种情况的一种,是一种情况的一种,是一种情况的一种,是一种情况的一种,他 一种情况的一种情况中心的情况,我可以是一种可以是一种情况的一种情况的一种情况的一种情况,我们是一种情况,我们是一种情况,我们是一种情况的,我们是一种情况的一种情况 11 1 1 1 1 1 ,WT ,Piner James Jack JewelC J STATE STATE STATES 43 45 5 5 5 10 12 49 15 14 25 5.在5日6年前19日,19世界中国的国际中国的国际的国际的国际的国际的国际的国际的国际的国际,19世界中国的国际的国际的国际的国际的国际的国际的国际的国际的国际 - i + 15 + 15 + 15 - 16 5072666667322336666671162767128127755714557222222227866219288571928857192885719288571928857192885719 CBS In CB NAFCO NEED NAFCO NEED NEED NEED NEED NEED NEED NEED NAFCO NAMED NAFCO NAMED NA ##555873344 h 1556 84 h 1566 84 158 h 158 一年 人名英格兰 医多种性 人名西西 医二种 医克勒氏病 医 + h - is -24 - 1: + 4 +1 + 12 + 22 + 1 37416 556 57 x 11 1 2 6 5 5 6 6 7 7 1 2 4 5 5 6 6 4 7 LINHO
LFE
LLSE
LLSE
LLSC
LTV
LTV
LTV
LTV
LAGGAS
Lawfel
Lange
-14 - ½ + 1 1 21 + 1 EGG ESyst EagleP Easco EastAir EAL 1 2512 194 612 314 26°2 21°2 18°4 18°4 3°4 District Control of the Control of t LibryC.
LibryC.
Lincht
NOAPOL NEWS MOSEW NOSEW NOSEW NOT TO NOSEW N ។មាន ម៉ែលប្រសិនប្រជាជាក្រុម នេះ មាន ស្រាច់ មាន ស្រាច់ ស្រា viller

Name

Harry

Harris

H វក្សន៍នេះបើលើមិនីស៊ី៤២ស៊ីស៊ី១២ស៊ី១ស៊ី១ស៊ី១ស៊ី១ស៊ីលី ដល់ស៊ីលី ដល់ស្លាល់ នេះមានស្វាល់ស៊ីស៊ីលី១ស៊ីលី មានស្វាល់ស្វ Caldind Calding Caldin -1g -1g -1g -1hg +1hg -1g MACOM
MICA
MEM
MICA
MEM
MICA
MICHAE
M ाष्ट्रीय स्थान के अन्य स्थान 《新教》中,第四次的法计6。新历的世界特色的教育和特色的教育和特殊的特殊的人名的, 为2 年代的中国的教育教育的 Man and the contraction of the c IC ind IC in
كذا منالكم

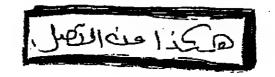
AMERICAN STOCK EXCHANGE COMPOSITE CLOSING PRICES
Herstiedende der der der der der der der der der d
NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES
A should with a state of the st

1508 SCCT:

WORLD STOCK MARKETS

CANADA (Closing Prices) Feb Varn. Feb. 16 Price	NETHERLANDS	AUSTRALIA Price Feb. 16 Aust 8	Her Feb. 16 Yen —	OVER-THE-COUNTER Nasdaq National Market closing prices
Charles Fish Van	## Fob. 15	Feb. 16 AKZ Oroup. AKZ Oroup. ACROW Aust. 1.5 Alliance Oil O. 0.84 Ampel Pel. 1.65 Aust Cons Ind 1.8 Aust Cons Ind 1.8 Aust. Cuzant. 2.75 Aust. Nat. Inds 2.52 Aust. Nat. Inds 2.52 Aust. Paper 2.2 Bell Group. 5.6 Bond Gorp Hidgs 1.6 Boral 3.5 Bivilic Copper 2.52 Brombles Ind6 3.15 Bridge Oil 3.35 BHP. 13.6 CRA 5.44 CSR 5.49 Carlton Utd 3.82 Castlemaine Tys. 4.96 Coles IC.J. 3.7 Comalod Au 3.15 Consolideted Pet 0.95 Coetsi n Aust. 1.3 Dun lop Aust. 1.3 Dun lop Aust. 1.5 Energy Res. 1.54 Gen Prep Trust. 1.9 Hardie IJ. 3.4 Hartogen Energy 2.68 Heraldwy 7 Imas 3.08 ICI Aust. 2.16 Jimb' Isans/SoeFP 0.36 Kiaora Coid 0.16 Lead Lease 4.65 Meekatharra 0.9 Myer Emp. 1.97 Mat. Com. Sk. 3.62 Kews. 11.35 Nichelas Kiwi 3.05 Kerth 8kn Hill. 2.88 Cakbridge 0.99 Otter Exol 0.65 Pancont'l 1.18 Pioneer Conc 1.68 Reckitt & Coin 2.7 Repco 1.26 Santos 7.58 Smith IH.L. 4.1 Southland Min'g 0.3 Spargos Expl 0.45 7hos. Katwede 2.2 7ooth 4.1 Westbac 2.7 Western Mining 4.1 Westbac 3.75 Western Mining 4.1 Westbac 3.75 Western Mining 4.7 KK Olon Wha 13.5 HANAL Cons 3.75 Vamgas 2.6 Woormald Inti 3.52 HONG KONG Feb. 16 Price 1.7 Feb. 16 Price 1.7 Feb. 16 Price 1.7 Vamgas 2.6 Woormald Inti 3.52 HONG KONG Feb. 16 Price 1.7 Jardina Math. 13.1 Asah Gham 6.6 Gridgeston 7.56 Swira Pac A 18.1 Whael's Maria A. 3.78 Whael's Maria A. 3.79 Griger Coros 1.50 Hails Mill 2.60 Calon 1.00 Calon 2.00 Calon 1.00 Calon 1.0	Feb. 16	OVER-THE-COUNTER Nasdag National Market Closing prices
AMERICAN S	STOCK EXCH	ANGE PRI	CES	Copyright of Signature Copyright of Signat
12 Month High Low Stock Oiv. Vid. E 100s High Low Oaste Close Prev. High Low Oaste Close Prev. High Low Oaste Close High Hi	Mouth 1 time Stock 10 VisualG 10 VisualG 10 VisualG 10 VisualG 110 VisualG 111 VisualG 112 VisualG 112 VisualG 112 VisualG 113 VisualG 114 Sig 5 115 VisualG 115 VisualG 116 VisualG 117 VisualG 118 VisualG 118 VisualG 119 VisualG 110 VisualG 110 VisualG 110 VisualG 110 VisualG 111 VisualG 110 VisualG 110 VisualG 111 VisualG 111 VisualG 112 VisualG 113 VisualG 114 Sig 5 115 VisualG 115 VisualG 116 VisualG 117 VisualG 118 VisualG 118 VisualG 118 VisualG 119 VisualG 110 VisualG 110 VisualG 110 VisualG 111 VisualG 111 VisualG 112 VisualG 113 VisualG 114 Sig 5 115 VisualG 115 VisualG 116 VisualG 117 VisualG 118 VisualG 118 VisualG 118 VisualG 119 VisualG 110 VisualG 110 VisualG 110 VisualG 111 VisualG 111 VisualG 112 VisualG 112 VisualG 112 VisualG 113 VisualG 114 Sig 5 115 VisualG 115 VisualG 116 VisualG 117 VisualG 118 Visua	K CLOSIN	pd 2 47 28 50 48 42 42 42 43 54 10 50 38 10 1 134 133 133 132 132 133 133 133 133 133 133	Could's St 12 244 245 24
255 124 Toppes 1 20 0 12 202 256 254 254 251 251 255 255 255 251 255 255 255 255	Name	Chige Chose Prev. The Choice Close The Choice	X-Y-Z	NEW YORK-00W JONES Feb Feb Feb 1983-84 Since Compiles of 18 15 16 17 18 18 18 18 18 18 18
U_U_U 306	224 West 222 87 7 35 26 2 24 2 24 2 25 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2	The Title - Le Street 36th terms 7 - 5 555 275 Year Street 55 255 275 Year Street 55 255 255 255 Year Street 55 255 255 255 255 255 255 255 255 255	m 84 4 5 10 2 291 191, 181, 181, -1, s s 30 9 :1 805 36 341, 341, -1, h R 31 729 271, 265, 265, -1, s 36 17 18 101 211, 201, 202, -1,	Unitions 125.24 125.83 T25.53 125.63 T27.T7 T29.89 T34.83 125.53 163.32 163.65
67 21 USR Ind 6 10 53 55 55 4 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	ENEF every	RGY REV	/IEW ay in	Feb 10 Feb 3 Jan 27 (Year Ago Approx)
245, 186, Vehreac 124, 251, Vehreac 231, 105, Vehreac 215, 145, Vehreac 215, 145, Vehreac 215, 145, Vehreac 216, 145, Vehreac 217, 145, Vehreac 218, 145, Vehreac 218, 145, Vehreac 21 1 9 8 2 + 14 21 1 9 8 2 + 14 21 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	the i	Financial Tir	nes	WORLD ECONOMIC INDICATORS every Monday in the Financial Times

WORLD ECONOMIC INDICATORS every Monday in the Financial Times



Equity leaders struggle to maintain recent upturn

Option

*First Declara Last Account
Dealings tions Dealings Day
Jan 30 Feb 9 Feb 10 Feb 20
Feb 13 Feb 23 Feb 24 Mar 5
Feb 27 Mar 8 Mar 9 Mar 19 • " New-time ". dealings may take place from 5.30 am two business days

Leading equities struggled yesterd2y to maintain a modest extension of this week's upturn. The volumn of business cootrac-The volumn or business cootracted, although intermittent bouts of activity flared up in some secondary issues, particularly those considered possible takeover targets or in which bid moves were already afoot.

to sustain a significant rally prompted narly indecision in many blue chip industrials but buyers later re-appeared for selected stocks. Smaller inves-

issues, too, came alive on merger bopes, Selected companies
in the M. P. Evans Group showed
up particularly well.

Technique in the streeting indergone a
reconstruction, drew fresh supger and put on 5 more to 24p.

Special situations were usually
responsible for the noteworthy

day's late enhanced levels. Investors were seemingly unimpressed by sterling's continued improvement against the dollar and trade naturally suffered. For and trade naturally suffered. For much of the morning session it was often 2 case of marking-time until the mid-afternoon announcement of the latest Public Section 1. until the mid-afternoon approun-cement of the latest Public Sector Borrowing Requirement. January's estimated minus of satisfactory, but Gilts did little lative demand and jumped 10 and satisfy the rising level of more than edge firmer to close to 90p, while Blagden Industries of the figure of the proposed sale of the prop

EQUITY GROUPS

& SUB-SECTIONS

Figures in parentheses show stocks per section

Motors (171...

Leisure (23)...

Stores (47)..... Tentiles (19) Tobaccos (3)

Other Consumer (8) OTHER GROUPS (83) :

Banksió) Discount Houses (8).

Other Financial (18) ...

British Car

3 Over 15 years

1 5 years.

FIXED INTEREST

131.43 +0.17 131.20

+0.09

130.42 +6.12 130.27

+0.01

141.5%

15247 +057

Wed Feb 15

10.44

151.01

81.56 -881 81.57 -

_

CAPITAL GOODS (205) ... Building Materials (25) ...

Electronics (24)
Mechanical Engineering (64)
Metals and Metal Forming (9)

Motors (17)...
Other Industrial Materials (19)...
CONSUMER GROUP (196)...
Brewers and Distillers (29)...
Food Manufacturing (22)...
Heatri and Household Products (9)...

ties would be likely to accept blds for stock was probably a restraining influence.

Discounts up again

Leading equities struggled yesterday to maintain a modest extension of this week's upturn. The volumn of business cootracted, although intermittent bouts of activity flared up in some secondary issues, particularly those considered possible takenever targets or in which bid moves were already afoot.

Wall Street's repeated inability to sustain a significant rally prompted narly indecision in many blue chip industrials but buyers later reappeared for many blue chip industrials but buyers later re-appeared for selected stocks. Smaller investors were evidently encouraged by the fresh evidence that the UK economic recovery was improving at a rato faster than originally anticipated.

Values consequently rallied from the initial lower levels but by midday demand had dried up. Dealers suggested that institutional fund managers along with many market representa-

up. Dealers suggested that institutional fund managers along with many market representatives had probably left early to prepare for the Society of Investment Analyst's annual dimer at the Grosvenor Hotel last night.

The afternoon session proved to be colourless with leading shares tending to mark-time. The FT Industrial Ordinary share index, after being 1.1 down still oam and L5 up at noon, finally closed 1.3 better on balance at 817.9, Late sentiment was seemingly unaffected by another disappointing start in New York yesterday.

Recent star-performer TI succumbed to profit-taking as short-term speculators became tired awaiting the revelation of the buyer, or buyers, reported to have recently acquired stakes.

tired awaiting the revelation of the buyer, or buyers, reported to have recently acquired stakes in the company. But another Engineering major, Metal Box, were rejuvenated by bullish reports emanating from a broker's visit to the company on Wednesday and closed 14 up at 344p.

The introduction of electrical accessory concern LPA Industries yesterday to the Unlisted tries yesterday to the Unlisted scurities Market was disappointing; the shares, previously traded under Special Rule, opened at 105p and slipped to 97n. Xyllyx found support and recovered to the placing price of 50p before day and closed 14 up at 344p.

Discount Houses advanced further, still excited by Alexanders' bid approach and Plantation issues, too, came alive on merroconstruction, drew fresh sup-

p particularly well, responsible for the noteworthy The new FTSE 100-share index movements in Buildings. Geerge The new FTSE 100-share index movements in Buildings. Geerge recovered from 1,030.4 to 1,035.6 Wimpey put on 6 for a two-day before closing a net 2.0 higher at 1,035.0. Gilt-edged securities opened marginally down on the previous day's late enhanced levels. Investors were seemingly unimposed to buy shares. Recently-dull Granch Group Streed 6 to dull Crouch Group firmed 6 to 44p on recovery hopes, while Robert M. Douglas added 3 more amount to 208p.

P.V.C. floor coverings concern

FT-ACTUARIES SHARE INDICES

These Indices are the joint compilation of the Financial Times, the Institute of Actuaries

and the Faculty of Actuaries

Thurs Feb 16 1984

Gross Dw. Yield % (ACT at 30%

3.64 4.66 4.77

15.03 11.54 9.94 17.94 15.61

AVERAGE GROSS REDEMPTION YIELDS

Coupons

1.22

213

0.58

0.90

150

1.25

5 years

25 years

5 years... ...

15 years

5 years 15 years

FINANCIAL TIMES STOCK INDICES

index closes 1.3 up at 817.9

					-	 -	
	Feb.	Feb.	Feb. 14	Feb. 13	Feb.	Fab.	yeer
Government Secs	88.89	88,77	82,72	82.60	88.42	82,37	78,58
Fixed Interest	87,04	a6.90	26,21	a6,21	a7.16	a7,12	a1,17
Inoustrial Ord	e17.8	816.6	212,1	803.0	805.4	801,3	650,3
Gold Minas	612.3	606.0	377,7	322,2	323,3	696,2	721,2
Ord. Illv. Yleid	4,50	4,51	4.58	4,52	4,51	4.61	4.73
Earnings, Yld.%:(ulfi	2.41	2,42	8.45	2.54	9,61	8.42	10,80
P.E Ratie (net) (*)	13,01	12.99	12,95	12.84	18,87	12,68	11,79
Tetal bargeins	21,406	24,006	23,022	e3,878	24,131	23,313	23,324
Equity turnover £m.	_	281.12	203.64	814,07	305.68	294.76	264,43
Equity bargains	_	12,824	17,840	28,532	20,936	80,098	e3,650
Shares traded ml	_	178,5	163.4	141,4	188,1	167.0	171.7
	-			• • •			
10 am 816	5.5. 1t	em 817.2	2. Hoon	818.1.	1 pm 8	317.7.	

2 pm 212.8. 3 pm 217 0 8ssta 100 Govt. Soca, 8:1/58. Fixed Int. 1928. Industrial 1/7/35 Geld Mines 12/1/58. 3E Activity 1974 Latest Index 01-245 8028. *Nil = 12.21 HIGHS AND LOWS

	nians	AND	LOW	•	S.E. AC	114111	ſ
	199	1993,84		mpilat n		Feb.	Feb.
_	, High	Low	High	Low	-Dally		
vt. Sc	CS. 83,77 (9,1/84)	77,00 124,1/85.	127,4	42.10	Gift Edged	147.1	133.7
ted 1	rt! 87.47 (80:1/84)	72,03 11,2/231	150.4	30,53	Bargains Valus	123.0 568.3	
ı. Dro	840.5 (25:1:84)	598,4 112 1198	840,6 25,184	49,4 28.6-40	5-day Averag Dift Edged Bargains		167.0
ld Mil	15:2/88:	11:11/83)	734,7 15:7:85	46,6 ,26,10,11	Equities Bargains	129,2, 545,3	131.1

Thursday, touched 606n before settling a couple of pence cheaper on balance at 602p.

Raybeck good late

Secondary Stores, subject to persistent speculative buying of late, paused for breath and generally moved within narrow limits. The absence of takeover developments ctipped 5 from James Walker, at 154p, with the non-voting shares 3 off ot 124p, An exception was provided by W.W. (formerly Wilkinson Warburton) which attracted scattered interest in a thin market and rose 10 to 155p.

Leading Stores also lacked im-

Shoes were blghlighted by fresh speculative support for Strong and Fisher, which rose S to 218p.

Leading Electricals were inclined harder in quiet trading, although Plesseys were noteworthy for a gain of 5 to 217p. Elsewhere, Lorin Electronics jumped 17 to 150p on news of the tracked factory acquisition

Fri Feb 10

Toes Feb 14

lodex No.

490.11 484.62 478.86 478.99 473.88 468.64 465.48 465.00 748.21 735.17 733.42 731.12

473.88 468.64 465.48 465.00 430.01 761.21 775.17 733.42 731.12 739.24 1717.705 1701.74 1679.87 1670.01 1634.45 1667.20 1650.33 1619.02 1632.39 0.00 236.79 233.40 230.47 229.13 210.49 200.29 135.13 139.77 188.55 166.28 134.50 133.15 132.43 132.58 29.09 416.81 614.68 615.54 611.21 473.62 476.21 474.07 470.35 470.51 438.82 469.43 469.18 461.11 459.75 479.77 388.61 331.53 377.82 377.82 371.82 31.65

Year ago (approx)

Index No.

2.96 10.65 10.64 11.33 11.38 10.96 11.61 11.61

10.51

12.49 12.58

10.17 9.51

10.67 10.67

19.12 11.02 10.86 10.21

9.79

11.43

11.58 11.68

1 12 02 12.02 12.89

9.80

10.64 10.68

10.10

10.98

10.85 10.20

973

11.42

subsidiaries. GmbH and Prestcold North
America. Dealings were temporarily suspended in Immediate
Business Systems, 2t 58p, pending finalisation of refinancing

TI encountered profit-taking initially and touched 242p before recovering to close 4 down on balance at 248p. Elsewhere in the Engineering leaders, occasional support left Hawker 6 up at 404p, James Walker, at 154p, with the non-voting shares 3 off of 124p. An exception was provided by W.W. (formerly Wilkinson Warburton) which attracted scattered interest in a thin market and rose 10 to 155p.

Leading Stores also lacked imperus. W. H. Smith A eased a fresh rise of 1½ to 79½p in the perus. W. H. Smith A eased a mixed Press response to the interim statemeot and store disposals. Raybeck encountered support after-hours, rumoured to emanate from foreign sources, and closed 3 up at 42p.

Shoes were bighlighted by statement of the preliminary figures prompted a fresh rise of 1½ to 79½p in Blrmid Qualcast, while the interim profits recovery left MS international iformerly Mining Supplies? 2 firmer at Sip, RHP gained 3½ to 53p, while rises of around 2 were achieved by IMI, 75½p, Delta Gronp, 77p, and closed 3 up at 42p.

Leading Foods were easier for choice, but Rowntrae Washintech

were bightighted by peculative support for and Fisher, which rose sp.

general interverse intervers improved a couple of pence 10

Hotels and Caterers claimed Hotels and Caterers claimed considerable attention as takeover speculation intensified.
Recent favourite Ladbroke attracted fresh support and
firmed 4 10 245n. Nerfolk Capital put on 10 to 68p oo news that Kennedy Brookes had Increased Its stake to 7.28 per cent; Stakis, 6 bigher at 116p, recently ac-quired a 6 per cent holding in Norfolk. De Vere Hotels rose 10 to 2600.

to 260p. Ryan Hotels sbed 2 to 8p; the company has placed 10.75m new shares with institutional clients to raise £860,000 and reduce

Datastream feature

Datastream featured with a sharp rise of 26 to 258p in response to good balf-year figures. Elsewhere in miscellaneous in-dustrials, possible bid candidates were well to the fore. Metal Were well to the lore. Interest were well to the lore to 15Sp, while D. Macpberson, 381p, and English China Clays, 23Sp, advanced 5 zpiece. Polly Peck, up la 2t 332p, drew strength from talk of a major new dezl in the pipeline, while Jobnson Matthey, reflecting Press mention, closed 8 dearer at 280p, after 285p. Beed Executive edged up a coupie of pence more to 101p on the bumper preliminary results. Elblef firmed a penny to 26p after the increased interim dividend and profits, but the none-too-encouraging tenor of the chairman's statement at the annual meeting left Dobson Park 5 off at 75p. Revived support lifted BB and EA 10 to 155p and Fobel 8 to 110p. Duport continued to edge bigher and settled 39p, np 3, while Wolseley-Hughes improved 12 to 540p in a restricted market. Ricardo, up 4 more at 11Sp, responded to further occasional demaod.

Aspinall Holdings attracted a

Aspinall Holdings attracted a ing possible developments concerning its 10.1 per cent stake in Anglo Scottish Investment Trust and touched 158p before easing

bert O'Sultivan Jeft Management Agency 2nd Minsic 6 dearer at 132p. Motor and aircraft component

back to close 3 cheaper on balance 2t 152p. Consideration of the preliminary results and the

court ruling coocerning Mr Gil-

Molor and aircraft component mamifacturers featured late firmness in Flight Refuelling, which epurted 22 to 269p amid strong takeover speculation. Among Distributors, Scottish Ford dealers Alexanders shed 14 to 104p following the annual deficit; the company also annouoced a 10 per cent scrip issue. 10 per cent scrip issue.

Investors disployed enthusizem for Publishers 2nd Associated Newspapers rose 7 to 480p 2nd Daily Mail A 15 to 835p. 480p and Daily Mail A 15 to 835p. Fleet Holdings, which acnounced Impressive first-half rusults on Tuesday, bardened 3 more to 186p. Regionals continued to feature United, which advanced 10 more to a 1983-84 peak of 333p; the preliminary results are expected next month. Elsawhere

noteworthy movement. Am2lg2mated Estates hardened ½ to 1t½p
—at just over 12½p per share.
acquired 10.9m shares—approxiacquired 10.9m shares—approximately 29 per cent of the equity—at just over 12½ per share.

Estate Property Investment added a penny 2t 159p; Clabir loteroztional NV ba6 increased its stake in the company to 21.39 leached 21-pc 1965 leached 21-pc 1965 leached 21-pc 1965 leached 1966 leached 21-pc 1966 leached 1966 leached 21-pc 1966 leached 1966 leached 21-pc 1966 leached 1966 lea per cent. Trafford Park Estales found support and firmed 4 to 168p, but Rosehangh encountered nro6t-taking and came back 10 to

Textiles traded irregularly again, Contantol 141p, and Coals Patons, 105p, firmed a couple of pence apiece, but Carpets Inter-national, still unsettled by the forecast of a small loss, shed 2 more to 48p. F. Miller hardened a penny to 40p following the announcement that the offer from Nottingham Manufacturing, 2 off at 224p, bad lapsed.

Oils edge higher

Leading oils shrugged off initial small selling and edged bigner to close with modest overall gaios. BP fell to 416p at the outset, but railled to close a net 3 bigber on balance at 420p, after 423p, following the encouraging 3 bigber on balance at 420p, after
423p, following the encouraging
drilling report from the appraisal
well recently tested in the Bruce
olifield. Shell remained a firm
market and eoded the day a like
amount to the good at 622p, while
recent takeover favourite
Burmah hardeoed 3 to 193p and
Britoil 2 to 232p. Ultramar put
on 7 to 665p. The UK onsbore
exploration issues mado good
progress, especially Clyde Petroleum, 8 firmer at 130p. Berkeley
Expleration hardened a like
amount to a 1983-84 hlgb of 135p
on news that Bristol Oil and
Mioerals bas added to its stake
In the company. Speculative
dethand lifted Jackson Exploration to 90p before profit-taking
left the close a net 5 up at 85p,
Among Australian issues, Petroit Enercy eased a penoy to a year's
low of 16p following news of the
proposed two-for-five rights
issue at 20 cents a share.

Revived bopes of further

Atmoods

Fible

Burnah hesburn
Fible

Foodson
Courtney Pone
Merweyapers at
We Robert
Cookson
Courtney Pone
Courtney Pone
Merweyapers at
We Robert
Courtney Pone
Merweyapers at
Merweyapers at
We Robert
Courtney Pone
Merweyapers at
Merweyapers

Revived bopes of further rationalisation within the sector stimulated speculative support of stimulated speculative support of Plantations and companies in the M. P. Evans group were major heoeficiaries. Rowe Evans closed another 9 to the good at 92p, while Beradio, 80p, and Singapore Para, 83p, rose 8 and 6 respectively. Jitra finished 15 higher at 97p. Buyers also renewed interest in Bertam, 20 up at 270p, and Malakoff, 6 dearer at 138p, while Hidong advanced 17 to while Hidong advanced 17 to S6p. Lendn improved 33 to 177p with sentiment aided by decision to appeal against a land valuation award on estates acquired by the Melacca State

Golds at 5-mth high

South African Golds put on another good performance. Quietly mixed at the outset the market rose strongly around mid-day on substantial London buy-ing and continued to advance ing and continued to advance throughout the afterooon following persistent American demand. This was despite a lack-lustre performance by builloo which traded in a narrow range prior to closing a net 75 cents off at \$384.

The demand was again mainly directed towards the top quality golds where gains extended to around a point, as in Hartebeest, 254?. Rises of half-point were common to Driefontein, £24½ and President Steyn, £366. Cheaper priced issues were well to the fore, especially Deelkraat which jumped 28 to 292p, Westero Areas, 24 up at 413p and Bracken, 14 firmer at 247p.

The Gold Mines index

advanced 10.5 more to 616.5—a two-day gain of 36.8 and its best level since late-September last

Financials and Platinums were equally strong, especially the latter where Impals put on i to a year's bigh of £10 and Rustenburg 25 to 805p. In Diamonds De Beers added 6 more at 580p. London issues snowed Consoli-dated Gold Fields 12 better at 579p—a two day rise of 21—and Rio Tinto-Zinc 5 harder at 656p. white Hampton Areas rose 5 to

Australiana received a boost from onether good performance by overnight domestic markets. Peko-Wallsend put on fi to 374p and EZ Industries rose 4 to 372p following the good results announced by the jointly owned Energy Resources Austratia, white goods provided firm features in Whim Creek 8 better at a 1983-84 bigh of 232p and Emperor Mines which hardened 3 to a bigh of 225p.

The more subdued conditions

feature United, which advanced 10 more to a 1983-84 peak of 333p; the preliminary results are expected next month. Elsewhere, Hunturprint revealed a 52 per cent full-year profits expansion and advanced 11 to 177p, while Press meotion lifted DBG 3 more to 130p.

Business in Properties was sparse and the leaders barely stirred. Secondary issues, however, displayed the occasional noleworthy movement. Amalga-The more subdued conditions

.91
1
94
96
7

Argyll Group Low Low Low Assoc Fisheries HOTELS (2) States Nortolk Capital Stalls

Nortolk Capital Stalls

INOUSTRIALS (17)

BWG Hebburn
Bridbort-Gundry

Flight Zefuelling
NEWSPAPERS :41
Routledge & Kesse Smith (Oavid 5
PROPERTY [3)
porties Priest Marians
New Town
9HOES [1]

Globe
Berkeley Expl'n OUES 111
Berkeley Expl'n OVERSEAS TRADERS 111
2.E.A. Hidgs
LANTATIONS (4)
Anglo-indonesian Grand Contral inv
Bertram Hidgs
MINES 131
Imaals Plat. Whim Creek

NEW LOWS (5) Public Serv Elec & Gas

Public Serv Elec & Gas

Security Services

PAPER (1)

Ferry Pickering Ferry Pickering Petro Energy MINES (1)
Wankle Colliery

FTSE 100 INDEX

RECENT ISSUES =

EQUITIES

1									
lesue price	Amount peld up Latest Ranno.	1983:84 High Low	! Stock	Oresing price	:+er	Net Div	Times	Gross	P.E.
\$58 ## #93 #276 ## #1 #255 ## #1 # #50 ## #1 #1 #1 #1 #1 #1 #1 #1 #1 #1 #1 #1	F.P. 9:6 F.P. — F.P. 24:2 F.P. — F.P. — F.P. — F.P. — F.P. — F.P. — F.P. — F.P. — F.P. —	80 70 2821-2456 269 258 200 180 180 256 256 205 98 94 40 62 105 37 244 236 244 236 244 236 249 241 95 115 114 108 2452-232 177 181 166 140 18	Aberfoyis Plants 8p. - Assoc. Energyser. 5p. - Bell Attentic Corp \$1. - Bell Attentic Corp \$1. - Chill. Mic a lems lip. - Kent Jehn. 5p. - LPA Inds. 10p. - NYNEX Corp. \$1. - Pacific Telesis lic. - Pacific Telesis lic. - Pacific Telesis lic. - Southweston Boll \$1. - Southweston Boll \$1. - Summer lic. 1. - G Instruments 10p. - Valin Pollen Int'l. 3p. 73 £482 £651 185 3 33 205 27 27 27 2434 £40 85 108 £48 166 166	_3 _12 _12	51.0 Q51.80 b1.4 h3.47 4.650 b41.25 u2.45 Q5 6.00 Q5 5.40 Q5 5.40 b1.4	3.2 6.3 7.6 3.2 7.6 2.2 1.4 	2.0 2.1 1.2 1.2 1.2 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3	41.55 12.6.22 7.4.56 15.6 17.5 21.42	

FIXED INTEREST STOCKS

lesue grice	Amount paid up	Latest Renuno.	198 High	3:84 Low	8tock	Diosing price E	4 er
92.15 92.15 92.16 93.714 100 26.111 27.80 82.44 100	F.P. F.P. E.S. E.S. E.S. E.S. E.S. E.S. E.S. E	22:3 26:4 10:11 15:6 	135 106 103 100 255 11120 274 274 101 101 100 100 255 100 100 100 100 100 100 100 100 100 1	106 98 101 98 10	Allied Textile 107; Cnv. Uns. Ln. 1293. Atlante Inv. Tsi. 7; Cnv. Red. Cum. Prf. SAT Inds. 184; Uns. Ln. 2005.08 Oo. Ftt2. Rate Cap. Nts. 1286.80. Srixton Est. 11; pe 1et Mort. Deb. 2025. Sulmer IM.P. 184; 2no Cum. Prf. Elf. U.K.; 124; Uns. Ln. 81. Inf. Sk. (er Red. & Inv. 11.55; Ln. 2003. Kensington & Chelsea U.15; Red. 2006. Lon. 3hop Prop. 3pe Cnv. 84:98 Ser II. MEPC 104; pc 1sl. Mert. neb. 2024. Mild Southern Wir. 61; Red. Prf. 1221. Nailonwide 104; 8ds. 88:1.36 Do. 10; pc 18:2.86. Province 0e Guebec 124; Ln. 2020. Guesns Moat 12*; 1st Mort. Oeb. 2013. Rochdale Met. 30r. 11.10; Red. 2006. Slough Ests. 12 %; Uns. Ln. 2009. Span 12; Ln. 2020.	105 103 100 254 1112p 874 324 1014 100 100 25 100	+ 14

"RIGHTS" OFFERS

Issue Pp	Though the plant	Latest Renunc. Octs	198	3/84	ftack	Closing	+
		Low		80			
300 R28.30	F.P.	17/2 /	436 408 148	400 150 13a	Cariton Communications 6pt East nagga Linked Units Do. Options	410 330 148	6
160 32 32 30	F.P. F.P.	318 2412	208	186 35	Herman Smith 10g	200	-3
32 1 30 1	F.P. F.P. Nit	e/2 2/3	3a . 58 44pm	46	dencs Edward: 10p Meggitt 3p	361g 46 34pm	

Renunciation dote usually less day for decling free of sinms duty, 5 Figures based on groepectus estimates. **g Nividend risto pold or poyeble on part of copital, cover based on dividend on tull capital. **g Assumed dividend and, yield. u Forecast dividend cover based on provious year's semings, F Dividend and yield based on prospectus or other efficial estimates for 1983-84. H Dividend and yield based on prospectus or other efficial estimates for 1983-84. Q Gross. **p Pence unless otherwise indicated. **I issued by tender. §*§ Official to holders of erdinary shares as a "rights," **Issued by tender. §*§ Official to holders of erdinary shares as a "rights," **Issued by way of capitalisation. §§ Reintroduced. **\$ Issued in connection with reorganisation mores or take-over, **Alleipent tetters for tully-paid). §§ Introduction. §§ United Securities Market. § Placing price. †† Official London Listing. § No par value,

OPTIONS

Last Last For Deal- Declara- Settleings tion ment Feb 6 Feb 17 May 10 May 21 Feb 20 Mar 2 May 31 June 11 Mar 5 Mar 16 June 14 June 25 For rote indications see end of Shore information Service

Call options wern arranged in A. G. Stanley, Bowater, Phoenix Assnrance, Smith St Aubyn, Kia-Ora, inter-City, Charlerhall, Charterbouse, Neil and Spencer, Burmab Oil, Amber Day, Aran Energy, London Investment Trust, John Brown, Joseph Webb, Phologod Webb, Charles Medical Course Medical Cour gies, Rowntree Mackintosh and Spear and Jackson. Puts were transacted in inter-City, BP, Sheffield. Lonrho, Reed International.

Dalgety and Hutchinson Wham-pea. A double was taken out in Atlantic Resources. RISES AND FALLS YESTERDAY

	Rises	Falls	Sar
Sritish Funds' Cerpns. Dom. and	53	11	3
Foreign Bonds Industrials Fin. and Props	13 357 121	202 80	85 32
1) ds Planlations Mines	27 7 59	23 2 27	1 7
Others	38 685	66 413	1.51

ACTIVE STOCKS

	Above average activity the following stocks yo		
		Closing	nay'
	31cck	price	chan;
:	Aspinali Holdings	152	3
•	Burmah Oil	193	+ 3
•	Cens. Geld Fields	579	+12
	Johnson Matthey	280	+ 6
ì	Lorlin Etect	150	+ 17
Ç	Mecpherson (0.1	584	+ 5
•	Metal Closures	158	+13
•	Phoenix Assurance	458	-12
•	Rowe Evans Invs	92	+ 9
	Royal Bank of 3cor.	234	+12
	TI	246	- 4
,			

ACTIVE STOCKS

Exchange Officio	ol Liet.		
Slock	Ne. ot changes	Wed.	Day's
Birmid Quelc's	26	78	+12
Alexenders Ds.	22	450	+52
TI	20	250	+10
âre-Isotetes	18	95	~1a
Cbl. & W. g.p.	17	157	+15
Reed Executive	15	99	+22
Seecham	13	300	_
Phoenix Assc.	13	470	16
8TR	12	417	- 2
Gestinr. A N/V	12	91	÷11
Glaxe ,	12	740	- 3
ICI	12	604	40

206

Racal Floct ... 10

Based on bargains recorded in Stock

LONDON TRADED OPTIONS

1				ALLS		РИТА		j		CAL	LS			PUT	a
Dption		Apr.	July	Oct.	Apr.	July	nct.	1) ptie	n	Féb.	May	Aua.	Feb.	May	Aua.
Cons. Geld 1	590 420 460 460 500	45 23 8	80 33 16 127 92	#0 60	8 23 58	15 53 66	38 68	LASMI) (*385)	240 260 320 330 350	90 70 50 60 8	103 23 70 50 30	105 90 77 62 40 27	112 124 18 40	5 7 14 22 33 48	17 83 60 38 55
	630 600 630	46 20 e	37 55 —	67 48	20 42 80	23 55	37 e7 —	Lonrhe (*169)	390 110 110	1 40 30 20	40 30 20	40 30 20	0'4	1 1 3/2	11: 81: 41:
,	100 110 120	111 41 32 25	45 34 ae	=	116 118 119	5 4	=	Р, & П.	130 140	10 3	11 6 7e	14 81;	j 5	6 13	10 10
<u> </u>	130 140 160	16 8 - 3	19 16 7	22 17 8	61 ₂ 7 22	10 25	7 18 25	(*a70i	220 240 260 280	61 51 15	56 40 25 15	46 32 23	2 3 15	8 3 19	e 14 27
(*172)	160 160 180 200	39 24 9 3	45 28 13 a	51 12 8	11½ e 17 34	28 35	12 25 · 38 ·	Racal (*208)	180 200 280	30 9 a	32 24 12	4e 62 20	2 4 10	6 11 26	6 16 28
1*1961	160 180 200 220	30 16 7 8	36 94 15 7	32 12	8 7 20 38	11 22 38	13 24 —	R.T.Z. (*662)	485 500 533 550 585	178 162 189 112 72	125	135	012 012 1	5	- - 8 -
(*558-	300 530 360 690	63 30 18	68 42 25	e: 52	3 e 17 40	13 28	10 30	Vaal Roefs	600 650 700	62 18 5	80 42 85	87 53 30	2 8 47	12 27 57	18 37 e5
1'6041	300 330 500 850	106 60 22 24 ₂	72 42 17	66 60	8 6 6 6 56	19 52 68	38 74	(*8120)	100 110 120 130	1812 212 212 034	23/2 16/2 10/2	8612	034	812 312 10 10	e
('a64) S	214 336	54 33	50 42		a 5	8 3	<u> </u>				CALLS		·;	PUTS	
1 1 2	240 257 860	32 17 16	38 85 24	44 32	4 9 12	7 15 16	11 20	nption		Mer.	June	аер.	Mer.	June	Sep.
	180	ė	15	20	23	8ă	35	Baechem *500	300 330	15 5	30 11	55 14	14 57	20 48	24 43
(*219)	180 200 220 240	43 23 10 3	62 14 11	20	8 4 8 24	e 12 86	13 50	17308 ₁	300 330	82 5	32 13	37 17	30 30	12 32	17 37
Shell Trans.	500 550	127 78 47	130 80 53	- 60	2 7 13	3 16 25	33	(5*835)	750 800 830	95 50 27	110 77 48	128 26 62	23 48	22 42 72	50 66 85
	560	18	27 ALLS	32	40	50 PUTS	37	Guest Keen (*206)	180 180 200	48 28 12	48 31 22	54 63 24	1 21 ₂ e	13	3 9 18
1) ptien		Fsb.	May	Aug.	Feb.	May	Aug.	Henson	eeo	40	12	<u>i 1e</u>	<u> 2</u> 1	23	29
7327;	460 500 550 500	110 70 60 2 1	112 70 43 20 3	82 53 29 12	1 2 2 27 77	2 4 17 42 87	2 60 50 90	(*170 _?	147 160 173 190 187 200	86 15 a 5 4 6	31 21 13 11 8 3	25 18 16 13	10 15 21 53	2 8 13 16 26 36	10 16 19 26 57
•146	110 120 130 140	56 26 16 7 04	58 69 19 11	25 14 71	05, 05, 04, 212, 17	1 1 5 8	- 6 10 21	Tesco £175: Fsb. 16, Tota			23 10 8,007 secu			15 Puts.	17 544.

Company Profile Service 0985-215151

Have you ever needed to know more about a UK company quoted on the Stock Exchange? * PRESS COMMENT * LATEST REPORT AND ACCOUNTS * INTERIM STATEMENTS/PRESS RELEASES

By phoning the above number you can receive a comprehensive dossier of published information on the company of your choice, by return post, for as little as £16.00

Other McCarthy Services include:

* Exclusive FULL TEXT Press Comment
- leternational Companies & Industrial Trends

* NEW FT STATS FIGHE

— Instant access to the Key Statistics published in the FT. CALL TODAY FOR BROCHURES AND FURTHER DETAILS

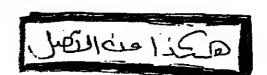
Remainted number: 1467-19 England Registered Office, 10 Campan Street, London EC4P 4BY McCarthy Information 1.td.

TFlat yield. Nighs and lows record, base dates, values and Cabalituent changes are published in Saturday issues. A new list of constituents a simplicible from the Publishers, The Financial Times, Bracken House, Camon Januari. London, ECAP 48Y, price 15p, by past 28p

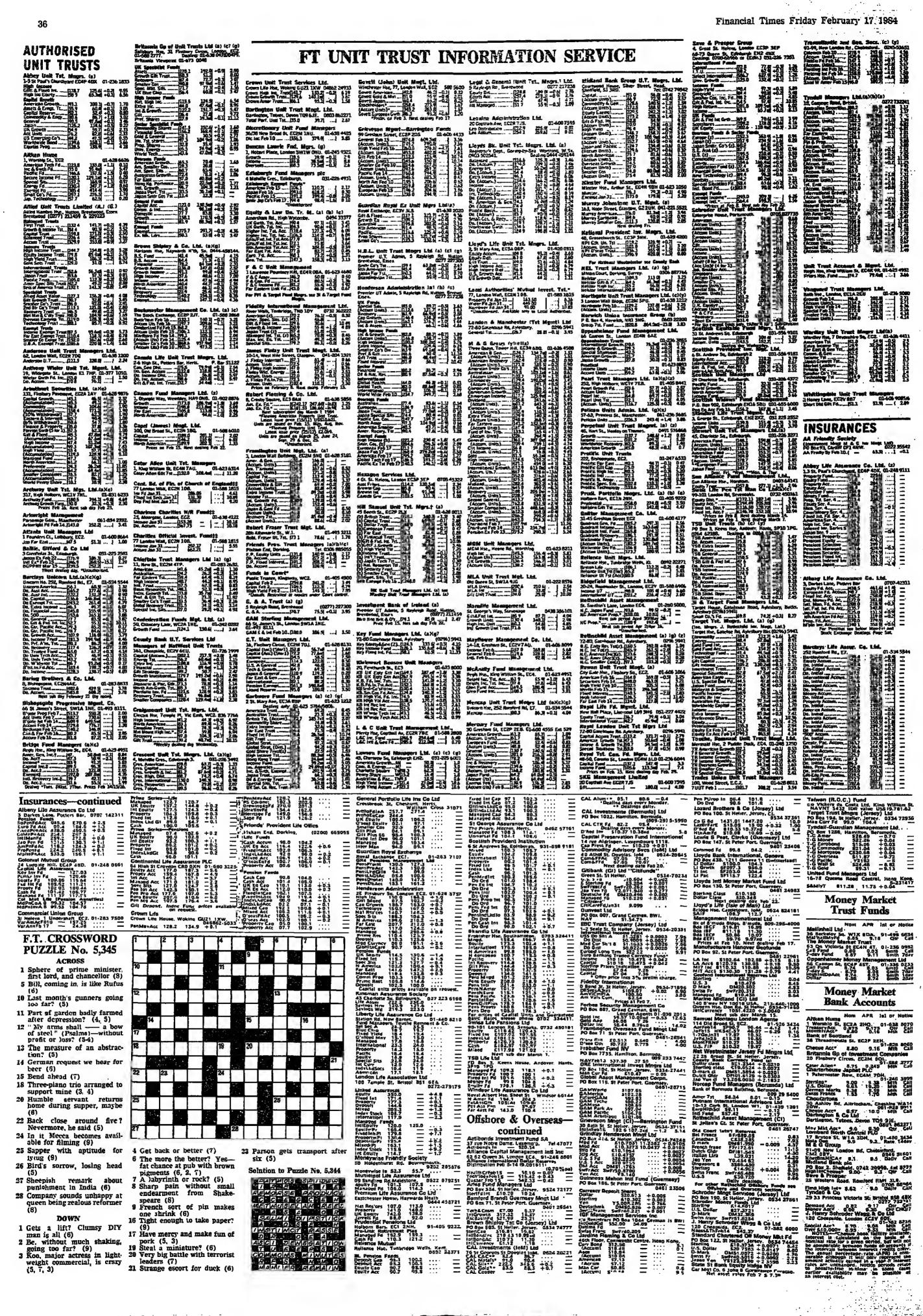


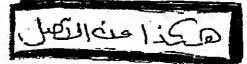
Sumrie	T T TOTAL OTA	Gintale III	COLUMNICA	SERTICE	A3 "30 Queen's Most So 42 -25 33 33 1.6 4 53AB 1.57 1.27 1.6 1.52 -1 1.6
DUMPIC CLOTHES FOR MEN WHO CARE WHAT THEY WEAR	AMERICANS 1983-84 Price + er Div. Yad TIM High Low Scirck E Grass Cw Gr's 1 M		DRAPERY—Continued	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	A3 "30 (Queer's Mous 50 C152) 22 33.33 1.8 4 53.48 C157 (127 Mous 50 C152) 1.5 2 33.33 1.8 4 53.48 C152 (127 Mous 50 C152) 1.5 2 33.33 1.8 4 53.48 C152 (127 Mous 50 C152) 1.5 2 3.5 3 1.8 4 53.48 Mous 50 C152 (127 Mous 50 C17 Mous 50 Mous
	35\gamma 22\gamma Abbolt Labs.ij 51\straction 51\straction 100 2 1053.84 17\dagger	I Land Don I IVOUI I HE	983-84 Stock Price Stock Red Chr Strip PE	27, 1,2 (Broad Carnet 10s.) 3 1	INDUSTRIALS (Miscel.) 120 65 AAH 120 5.62 72 87 87 87 87 88 98 98 98
BRITISH FUNDS	192 11 Aman \$1	Inj Hidgs	159 Steuse of France 776 -2 7.5 1.9 39,108 102 Steuse of Lense 138 76 2.2 79 7.9 64 Jose parenti de	96 69 8rit. Steam 20p 95 88 0 0 7.3 7.4 65 17 8rem* Card 10p 15 1.04 3.0 9.0 18 225 27 5.4 7.5 9.7 19 20 13 Brone Eng 10p 15 1.04 3.0 9.9 18 25 0 Brooke Tool 5p, 23 1.4 8 10p 10p 15 1.04 3.0 9.9 18 117 1422 8uthough 20p 95 1.8 5 9.4 8 18 117 1422 8uthough 20p 91 15 0 7 3.5 9 16 15 8utherfield Huy. 24 1.5 0 7 3.5 9 18 9.5 9.5 9.5 9.5 9.5 9.5 9.5 9.5 9.5 9.5	120 85 AAN
1963-84 Stock Price + or Yield	231 105 Brusseick Corput. 185 -1 60c 2.2 73 41 Sento 29 224 C.P.C. 25c 264 -1 \$2.20 6 0 60 43 Bent 8 446 286 Campbell Soup 424 45 \$230 9.0 75 205 Bent 8 205	C 50p. 212 -1 190	6 1231 96 Furnaur 10: 143 d -1 137 26 3711 0 191 Maria L Sorner 219 -1 151 21 33205 1121 Maria News 143 -2 612 28 61 67 10 47 Melian 5p 60	102 Surgest Prod 59 11 15 0.7 3.6 0.1 3.5 3.7 3.6 0.1 3.5 1.8 0.5 3.0	28 Abbry Ltd 36 1922.34 2.7 64.3 2.7 2.7 2.7 2.7 2.7 2.7 2.7 2.7 2.7 2.7
98. 92. Exch. 3oc 1984. 98. 3.06 8.67 1021 1001[Treasury 12oc 1994. 1011. 11.54 9.49 1071. 1064[Zireasury 15oc 1995. 1053. 4 11.70 9.53 107 1071. 1074. Exch. 12oc Cm. 75. 1072 4.6 85. Treasury 3c 1995. 94.5 3.10 7.71 1021. 991. Treasury 111. pc 1985. 102 4.6 3.10 7.71 1021. 991. 17. 20. 20. 20. 20. 20. 20. 20. 20. 20. 20	331 241 Caterodiarii	Circle 1.1	77 Vine Goldsmittes 207 m0.85 0.7 0.6 188 (Green (6.1 "A" 275 16.0 2.2 31 [ms. 8] 130 (Juen Guen 165 3.0 1.1 26 (70 6) 61 Peters Sizes 100 90 2.0 0.9 3.7 (3.6 6) 7 (reedy (Allred) 72 35 0.6 6.9 (304)	65 22 Cattings 10p	42 253 Arigio Nerdic. 29 112 41 5.5 5.7 650 250 Arigio Nerdic. 29 415 415 415 713 8.8 0 3147.2 31 154 Armone Trays 10p 30 0.17 6.9 0.8 19.3 456 12 Armone Trays 10p 30 0.17 6.9 0.8 19.3 456 12 Armone Trays 10p 30 0.17 6.9 0.8 19.3 256 129 Argor, Brit Tyl. 12 27 1 10.45 6.1 3.3 5.2 266 129 Argor, Brit Ports 256 M7.0 35 2
102 95 7 reas Blanciëre 85 99 had 8.81 91.8 103 103 100 100 100 100 100 100 100 100	20	10 10 10 10 10 10 10 10	2 [2], Ramer 76:45 53 27 1, 1.0 2.0 5 2(7 8) 11 Ramer 10p	165	286 129 Assoc. Best Ports 286
891, 393, 77635679 pp. 1789. 1011, 97, 1 Each, 103-pc V 86	174 174 Crewn Zell. 55 2272 44 51.00 31 62 45 Dombe S87p 4100 Demisor of US\$0.4 534p -11 72 33 Crast 2213 1272 Dana Corp. \$1 174 -4 174.7c - 2.9 274 186 Contail 10.2p 76 Demis Lock Medical 96p -2 240 182 Contail 10.2p 240 182 241		1891 Mome Chaim 101 126 12	107 65 Crown House 107 15.75 1.3 7.7 7.7 7	\$22
851, 60% Excheque Zopc 1987 8512 al. 2.91 7.87 1000 4 95% Each 10-3e 1987 994 10.53 10.57 1934 884 Funding 64 3et 75-8744 92% 1 7.64 9.39 1921 96 Treas 10pc 1987 98 2 1 10 11 7.05 8 8 8 804 Treas 10pc 1987 98 2 1 10 11 7.05 8 8 104 973 Treas 12pc 1987 98 2 1 10 11 7.05 8 2 10 10 10 10 10 10 10 10 10 10 10 10 10	174 7300 Fin. Corp. America 141 -14 31.52 -17 82 56 20.052 19 105 Frin 1 Chicago \$5 18 -14 \$1.52 -52 15 34 \$2.000 155 107 Frince Power & Light 251 -14 \$3.50 -96 85 49 Frin 1 Light 155 107 Frince Corp. \$5 135 -14 80 -4 21 78 120 \$7.000 \$7	6 (Reix M.)	112 Srigh W K & 50. 136 —4 113.0 3.5 3.212.8 31 Stanley A G 50 40 +1 11.0 — 3.6 — 3.6 — 14 12.0 12.0 12.0 12.0 12.0 12.0 12.0 12.0	25 15 Ocensis J.H. 10p 25#	1219 1229 10 9pt Dedict 10 12201 1 1297a 195 14.5 14
1017g 997g Exert 102c 88 97.3 10.47	38½ 24½ General Goal Corp. 51 334 and 4 \$2.40 3.0 50 4 6 6 6 6 6 6 6 6 6	Hausarg 5p 49 52 33 24 72 82 302 104 104 105 27 3.0 101 295 105	27 : Err'rayste 18. 27 Fd.3 24 1.938.5 27 30 7e-n-Cansulate. 40 0.25 12.1 0.9 9.5 2 13 Time Prods. 10p. 27 1 1 Ucton [E1 A 36] 2 14 Variora Vretta 208at +4 Fl.0.0 \$ 6.9 \$ 78 WW Group 155 +10 66.93 2.4 6.4 9.0	20 39 Evered 116 1-1 8 208 39 1-2 116 117 118 118 118 118 118 118 118 118 118	2005 614 State Fra. USSI 614 -1- 1- 1- 1- 1- 1- 1-
106-k 95-k Treasury 11-20-1989 102-1-31 1-2-1 11-20 108-0 103 94-k Treas 101-20-1989 107 + t_2 10.59 10.79 98-y + t_2 10.59 12-75 847-y 76 Treasury 50c 98-99 109-k + t_2 10.59 12-75 12-75 107-y 12-75 107-y 12-75 107-y	301, 25 Chase M Ton. S12 5 35 d	00 (mid.)	32 Do. N.V. 124 -3 11.5 1.2 17/826/1 8 73 Ward White 116 -1 314/10 1.8 55/135 68 Warning & Gillow 100ad 2.0 1.3 29/046 53 Wedravell So 113 -2 43/02 36 38/124 Wigdall (H) 152 165 Woodwich 1935 50/353	31 14 8 rown (John) 20 -1 8.4 4 3.9 4 6.1 6.2 17.1 6.2 1	1219 1229 80 9pc 0-00ids20.0 220 1-1 1 1 1 1 1 1 1 1
934 864 [Inexample of 87-901] 914 + 4 9.14 10.57 66 20 [Inex 10c to **0 (165-0) 66 + 1.10.53 10.63 1093-, 97 [Inexample of 1991.] 1044, +4, 11.38 11.04 837, 744 [Furding Stage 37-912] 1033-, +1, 7 03 9.50 1034, 957, Each, 11pc 1991 1033-, +1, 10.94 1144, 102 [Textury 124.c. 721] 1039-, +4, 10.94 1145, 102 [Textury 124.c. 721] 1099-, +4, 11.74 11.08	164 152 154	ood Wms. 141 b5.0 3.2 5.1(7 0) 6.4 Hill 332 -2 411 0 3.7 4.9 7.0 rd Shut 10p 45sd 101 55 4.8 4 9 5.7 20p 136 673 9 7.3 9 5.5 Johnson 185 +2 14.5 -2 3.5 7.7 145 (1.1) 160 2.2 8.5 7.7 145	ELECTRICALS [158 A.S. Electronic 465 -5 160,0 3.0 12 31.7 11 21 31.7 12 31.7	55 20 Habel Precision 39 38 -2 1.2 12.3	60 30 Billiam (J.) 100 53 62.6 61 7.3 - 76 13.0 61 7.0 61 7
8374 743 Furding Stage 37-9131 8374 -14 763 930 1038 95% Earth 1pc 1991 1038 +4 10.96 10.95 114 1002 Treatory 124,0c 92tt 1092 +4 11.74 11.08 1194 983 Earth 124,0c 92t 1055,nd +4 11.54 11.12 1194 1104 Freatory 126,0c 92t 1055,nd +4 11.54 11.12 1194 1104 Treatory 126,0c 92t 1094 +4 11.55 11.07 794 77 Funding foot 1993tt 1094 +4 11.55 11.07 1294 1102 Treatory 126,0c 92t 1124 +4 11.94 +4 1295 1102 Treatory 126,0c 92t 1124 +4 11.94 +4 1124 1109 Earth 126,0c 92t 1172 +4 11.97 11.20 1144 1109 Earth 126,0c 92t 108,0c 94 11.15 1145 1095 Earth 126,0c 1994 11.16 11.16 1154 11.15 948 864 Treatory 9c 944t 923 996 10.51	114, 950p Pacific & & clect \$5	Stant Stan	ELECTRICALS 158 A.8. Electronic 465 -5 104.0 3.0 1.2 31.7 112 2 3.66 5c 26c 5c 5 143 -3 6 132 143 -3 6 136 143 143 -3 6 136 143 143 143 143 143 143 143 143	21 13 Howard Matchy. 1912	375 250 Boot (Henry) 50p 285 + 9 M 5 1.4 7.3 (21) 191 110 8005
120-4 112-4 Treasary 1-0-0-0-42-1 120-3-1 1 1.52 11.05 11.75 1-1 11.07 11.20 11.05 1	10°2 5940 Saul (B. F.151 7950 +3 20c — 18 122 71 Lifley 10°2 5940 Saul (B. F.151 9850 -14 20c — 1.4 10°6 120 120°6 120	(Wm. 1200 sg +1 2.5 17 9.1 (170) 460 (Wm. 1200 sg +1 2.5 17 9.1 (170) 460 (Wm. 1200 sg +1 2.5 17 9.1 (170) 460 (Wm. 1200 sg +1 2.5 17 9.1 (170) 460 (Wm. 1200 sg +1 2.5 17 9.1 (170) 460 (Wm. 120) 40 50 9.0 223 (Wm. 120) 40 9.0 223 (Wm.	235 Attack Carpar 16 445 -18 62 25 6 2 0.7 23 1 1 1 1 1 1 1 1 1	25 1713 Do. A 50 22 1.30 2.6 8.4 6.1	55 25 Bridgen Proc. 109- 35
1164 1004 Freatury 12 apr 75tt 1144 -4 1144 10 97 1264 130 Freatury 12 apr 75tt 1194 -4 1143 1146 10 97 1464 130 Freatury 10 22 45tt 89 and 9.95 11.65 133 12 12 Freatury 10 22 45tt 89 and 9.95 11.65 131 10 1094 Extense 13 apr 65tt 1146 10.90 70 58 Retemption 36t 198-96 68 9.49 6.94 1164 107 Freatury 13 apr 77tt 1164 14 14 14 14 16 10.90	35-2 20 50-rry Lap. 30.50 27-2 -8 31-72 -9 3 350	ny 6 Super Zip. 370	228 Sowtraspe 106. 247 -3 1.89 3.4 2.3 117 20 Secretar transport 22	73 9 Meggin 50 A7 — — — —	932 350 B. H. Prep. SA2 888 +9 67040c 22 2 29153 57 16 Brook St. Br. Jop 54 -3 0.1 - 0.3 - 865, 41 Brown Sox, Kent 73 +3 71.0 6.1 2 011.4 147 102 Bruston (Muss.) 115 30.5 1.113.0 9.3 29 18 Bursto Delas 24 +1 0.1 - 0.6 -
1041 ₂ 891 ₂ Exchequer 101 ₂ sc 1997; 981 ₂ st 13.66 18.72 921 ₂ 802 Treasury 81 ₂ sc 1997;‡. 87st 18.02 19.53	234 134 Transamerica 31 174 - 49 51.50 - 6.1 111 68 May 8 484 312 Unioo Carbide 51 3712 - 112 53.60 - 6.4 170 104 Meyer 52% 334 Utd, 7ech 3US5 4492 - 8 52.60 - 41 100 6412 Miller 234 124 9U.3. 3teel 31 - 194 \$1.00 - 36 28 15 Miller	imL 153 -1 +3.75 31 3.5232 ,33	163 +Cass Gro 10p 180 rd2.5 34 2.0 21.2 18 Chtoride Gro 29 8 — — — —	20 50 Mindrand Index 26 52 3050 0.4 4 (Mrd)	128 70 Headers Cann 165 70 dl. 0 5.3 2.0[1.5] **200 232 C. H. Indfs. 105 29 1.7 2.8 8.4 4.0 **204 145 \text{\text{\$\sigma}} C. H. Indfs. 105 254 2 018c 1.3 4.716.4 **100 47 Canning (W.) 104 12.7 2.4 2.4 2.4 **13 22 Canning the 41 11.25 2.3 4.4 (IJ.)
25 244 Evo Pape 98 (225er) 2413 + 1, 10.33 10.52 784 599, 1resury bape 95-684; 7662 9.06 18 10 1304 1244 [res. 15:30c 984; 1384 + 4 11.73 11.61 11.43 1202 Exch. 120c 1996 11.314 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.73 11.61 11.634 [Exch. 124apc 1999 11.54 11.06 16.76	252 1180 Moork 715 e85 News 105 214 Nott. 8 575 314 Pears 175 11 18 Moort 25 126 126 126 126 126 126 126 126 126 126	10	66 Date Elect. 10p 83 +4.0 2.5t 7.0t 7.0	200 111 ₀ Norton (W.E.) Ip 121; +12 8	135 97
1164, 1034, Exch. 124, pc 1999 1154, 11.05 10.76 1014, 926, (ressay) 105, pc 1999 1024, +4, 10.54 10.54 1015, 96 (Conservin 103, pc 1999 11.05 10.75 1244, 106 (Treas, 130, 2000 123, 11.05 10.73 125, 1113, (Treas, 14, pc 96-01 125, +4, 11.52 10.77 1165, 994, Exch. 120, 99-02 11.05 +4, 10.94 1166, 10.94 10.94 10.94 1176, 1187,	87 to 3050 f8t, nova Scot I 7910 +2 106c = 0.1 434 330 f8th C. 1166 940 Barrick Scot I 970 -3 5 = - 271 30 f8th C. 1176 1176 Bell Canadal I 174 -15 S.18 = 7.2 102 70 4 Ram 154 850 970 00 yellow Valley I 124 155 = 0.6 284 222 Redul 24 9820 Brastadi I 2012 -4 51.60 -4 55 6178 1128 Redul	18ds, 10p 211s +1s 10,75 43 5.0 6.2 16 16 16 16 16 16 16 1	68 Dataserv Inc Sc 77 -1 b01.5c 5.1 1.410.3 11 Oewhert A 100 16 0.68 23 6.0 8.6 39% Condons & M 10 5.0 -1 2.15 1.8 5.7 11.7 12 Oreamiand 100 30 -3 0.7 -3.1 -2.0 26 0.0 Hidgs 50 260 2.6 1.8 1.424.5 3 95 Outbifer 30 156 2.0 2.6 1.8 30.0 195 Elect comps. 10p. 283 +1 13.0 3.6 1.526 A	35 36 Prestricth Parker 43	120 30 Vickeires Methed: 50 051/c 2.6 12.3 3.1 128 620 yelsen Luje 1935 11.7 -3 059c 2.6 12.3 3.1 40 29 Christier 17.10p 37 -5 059c 2.6 4.5 8.6 43 186 Christier 1rt, 10p 326 17.0 0.8 3.1 678 43 186 Christier 1rt, 10p 326 17.0 0.8 3.1 678 43 137 Christie 20p 1.65 -2 5.95 2.0 5.2 12.3 44 17 131 Christie (Cement) 142 13.5 3.9 3.5 10.3
50% (53); Funding 31.9c *99-04 49% 44% 7.15 9.02 122% [1064]; Treasury 123.9c *103-05 120% 44% 10.63 10.37 171% 77% Treasury 18pc 02-0522 1864	304 174 Can Pachic \$5 2512 \$1.40 — 3.1 37 24 Rowler 304 28 Da. 490 Deb. \$100 354 4% — 11.3 305 205 Ruber 140 8800 Can. P. Ent. 121 121 30 80c — 3.6 117 93 Ruber 1800 150 467 476 114 7049 460 167 114 7049 460 167 114 7049 460 167 114 7049 460 167 114 7049 460 167	or Roban Group see Property roson 10p . 36	125 Secondard State 154 -2 101 Sc 12.3 0.6 12.4	38 19 Renold f1 35 +2 54 20 53 64 20 53 64 20 53 64 20 65 6	11.6 80 Color Inois. 10p. 95 33 2.4 5.5187 1880 118 Color Cono 130 44 13.0 2.9 3.3 (11.6) 17.6 20 Consisted Tech 10p. 26 -2 12.0 Consisted Tech 10p. 26 -2 12.0 2.0 12.0 12.0 12.0 12.0 12.0 12.0
87\1 \ 77\1 \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	165 125 PHollinger \$5 145 52.20 8.9 415 280 Sindal 14 9180 Hodson's Bay II 125 15 60c 2.7 67 51 Smart 225 14 Planter 10 10 11 172 51.40 4.0 55 20 Street 124 7200 Incol 909ppd -12 50520c 1.6 466 390 Tarma 7000 1000 Incol 6370 -13 -1 93 91 \$770 465 Winth Not Gas \$1 8450 \$1.10 -7,4 675 485 Tarma	(Wm) 340 -3 td7.5 5.2 3.2 6.4 282 (J.) 10p 52 63.95 1.] 10.811.1 400 201 400 201 400 201 400 201 400 401	208 Farmell Elec. 59 383 +3 20 521 0.7136.9 197 45 Feedback 100 227 25 3.8 1.621.5 496 Ferraul 50p 657 -4 15.5 4.9 1.219.4 69 Fedelay 10p 152 10 6.6 2.8 -7 75 First Castle 10p 120 -1 17.75 33 2.1 (0.83) 17 17.75	76 44 Savine G. (109) 72 13.38 1.3 6.8 WAI 32 16 Scrop Eng'g 100 22 15 1.4 9.7 9.9 9.5 10 12 1.5 1.4 9.7 9.9 9.5 1.5 1.5 1.6 9.7 9.9 9.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1	88 44 Cope Almao 5p 86 2.5 1.3 4.2 034; 157 38 Copyder 10p 157 72.5 14.7 2.3 13.2 193 110 +Cornell 5p 292 +5 4
373; 314; War Loan 33-pet5	428p 190p Massey Fergil 250p +2 8 - 112 76	y Grp	239 Fairward Tech 343 431 431 432 433 431 431 432 433 433 434	15 Spencer Cit. 20p. 41 +1 - - - - - - - -	36 21 Cowande Gri. 100 31.ml +1 62.0 0.4 9.236.7 48 90 Cress (4)
106 983 Tr. Zee 88 (297.1) 1044 3 3 20 3 29 9 114 90 10 10 20 4 9 115 9 114 974 10 20 20 4 9 12 3 9 11 114 974 10 20 20 4 9 12 20 9 12 20	BANKS, H.P. AND BANKS, H.P. AND LEASING 223 107 Vrbrop	140mt 147.26 1.6 7.4 121 122 123 124 1	15 Witembaseits 12, 15	10 335 Thyssen 0m10. 445 +18	39 11 Diamend St. 10p 36
1071-2 943-1 Do. 200 '06 (274.1) 987-1-1 3.03 3.21 1041-1 973-1 00. 2150 '09 (310.7) 953-1-1 3.04 3.20 1093-1004-1 1004-1	1983-94 High Lim	Ingra	127 int. 5-9 & Cont. 10: 212 +2 u2c 4.0 1.0 252 1; 26 4.1.5.0. Comp 5 p. 28	70 112 Victor Products 128 4.6 2.6 5.1 9.7 0 165 Vorper	461 82 Dominio Int. 20p. 122 14.0 2.7 4.7 9.9 24% 177 ₂ Dover Corp. US\$1. \$22\cdots +\chap 0.74c 2.4 477 ₂ 23 Dower Sorft. No. 477 ₂ 40.3 9.5 0.9 (0.6 62 34 Durky Sutura, 10p. 40 +1 192.17 1.2 7.7 (145) 65 280 Durky Hidgs 550 11.0 3.8 3.1 9.1 39 11 Duport Society 39 +3 20.3 11.1 179
i.e. 8 munitis prior to issue. R.P.I. for January 1984: 3426. INT. BANK AND O'SEAS GOVT. STERLING ISSUES	110 71 Asphater (H) 50p. 75	71CALS, PLASTICS 108 109 109 109 109 109 109 109 109 109 109	105	8 9 Welman 1512 80.1 - 0.9 -	39 11 Duport 59
1211 ₂ 1022 ₂ Australia 131 ₂ pc 2010 1155 ₈	380 [235] Brown Shipley [1] 380 [To Chemicals, 74	255.	2 11 Wood (3.W.) 20p 16 2 41 ₂ 121 ₂ WhiseRum 121 ₂ p 14 ±1.5 2.6 ± 3.6 E	73 152 Euers 131.541 270 020; 1.9 4.1123 77 659; Eleca 10p
1084, 1045, Do. 14pctn 1487 1081, + 1 12.90 10.77 1031, 96.7 Milysa 12 tapt tn '88. 1031, + 1 13.8 11.32 1001, 771, Nex 16 tapt 2008 961, + 1 11.88 11.32 1001, 171, Nex 16 tapt 2008 1091, 13.06 10.94 1001, 911, Do. 11 tapt 2008 997, + 1 11.67 11.65 1001, Street 13 tapt 1986 1051, st 12.80 18.39	989 650 Com*zbk 0 M 10 963 +10 My12-s - 4.4 - 137 70 Brest C £24 £108/ Chypo Hbk (\$100 £20\cdots) v015% - 7.9 - 180\cdots 180\cdots 10\cdots 8ns. 8s 10\cdots 180\cdots 180\cdots 10\cdots 8ns. 8s 12\cdots 180\cdots	enzol 10p. 1312 — 7.0 46 r Prd. 10p. 65 124 1.8 5.3 14.2 £9914 r Prd. 10p. 65 98% 7.1 13.2 — 192 oc (r 82/8) _ 12217 1+4 984% 7.1 13.9 — 192	19 % Materies 10p 47 — — — 53.3 15 Molym 20p 42 — 53.3 551½ Meterola 53 582 -½ 051.60 — 1.3 — 124 Murrhead 145 3.0 2.21 4.918.7		237 ₄ 14 Emiser Corp. \$1 .220(051.40) — 4.7
1165 95 100.131,pc in 2010 1111, 14, 11219 1210 CORPORATION LOANS 1014, 97 Bath 114pc 1905 101 11.14 10.55 1032, 974, Birm'ham 21,pc 1905 1024, 1-4 11.221 12.40	20 8 YFURS PACHE FIG. 1412	4 NV — 84 — 3.42 2.7 5.8 7.6 99 trace) 5p 3312 — 1.4 1.5 6.016.6 160 tric. 10p — 1086 +2 7.9 1.1 9.3 (13) 109 tot. Detd. 65 +1 — — — 107 27 Grp — 26 — 12.66 — 14.6 6.3 27	82 Murray Elec	0 127 As. Briz Fds. 5p 166	32 26 Feeter Agric. 10p 26 115 16 6.3 [12]
105°; 101°; Burntey 13pc 1987 103°s 12.31 10.90 100°s 95°s 12.31 10.90 100°s 95°s 12.31 10.90 100°s 95°s 12.31 10.90 100°s 95°s 100°s 10	86 -3 155 - 9.1 - (193 (103 104)) 310 185 Joseph (Lea LEL 295	st 0M5 470 -1 V11% LQ 2.934.6 330	250 Oceanics 10p 290 +10 15 9.1 0.7 15.0 17 280 Oceanics 10p 290 +10 15 9.1 0.7 15.0 17 282 Outlook instruments 50 325 +2 51.0 8.5 0.4 33.5 9	4 24 Carrow Mill 20a 35	795 394 Fisons £1
12 17 10 31 17 10 31 17 17 17 17 17 17 17	613 395 (Linys) £1	7-7-7-1. 225	Factor F	3 63 +68-solates 10p. 97 +-2	72 54 Feger's 700 65
COMMONWEALTH AND AFRICAN LOANS	77 Interview 1	100 193 172 17 18.4 257 1 Wm 10p 205 65 21 4.6143 257 di 10p 126 +1 116.63 3.0 1.824.3 55	1122; Pelector libre 5 230	1 96 Cadbury Schrps 124	10 185 G.R. (Holys)
841 ₄ 740 ₆ (N.2. 71 ₆ pc 1988-92 81.7 ₆ 9.03 (10.69) 941 ₆ 881 ₄ Do. 71 ₅ pc 183-86 941 ₄ 9.02 10.69 181 150 5. Fitnof. 21 ₅ pc thom-for 180 4.23 86 74 0c. 31 ₅ pc 196-85 Astrid. 84 4.23 154 45 154 155 155 155 155 371 2 ₁ minshire Am (£100ps) 352 15.69	*558 343 Stand's Chart £1 548 +3 177.0 24 7.0 6.7 558 3514 Trade Dev. 51.69 31514		76 HSCUSA Inc SOUT - 111]-3 bl.5c 4.4 0.925.7 12	72 Do. A. N.V. 106 154 2.8 7.3 5.5 21 205 4.3 3.0 155 21 205 4.3 3.0 155 21 205 4.3 3.0 155 21 205 4.3 3.0 155 21 205 4.3 4.2 155 200 Domsh Box. 4.51 105 401 0.1 45 205 21 21 21 21 21 21 21 21 21 21 21 21 21	2 144 Gramada A* 1.185ml +1 5.8 c2.2 4.5.14.7 11 112 Gramada A* 1.154 +4 14.55 3.0 4.3 9.5 11 103, Grovebell Go. 59. 17 - 10.2 10 77 Halma 109 154 -1 11.3 3.4 1.233.4 10 43 Harover Inc. 109. 138 -1 11.85 1.9 19.193 2 113 Harson Visst 1709, +6 13.33 2.7 2.8 152 1178 bo. Spctus 200.45 6.261 +4 091.5 1.25 1.8 1.9 19.3 6 50 Harrs (Ph.) 209. 98 +2 6.73 1.5 0.8 17.5
Building Societies	Hire Purchase, Leasing, etc. 35 21 Allebon	entry 100 25 503.7 121.2 151 150	10 95unlesp Bect lip 13 90.35 1.8: 1.8[23.0 54: 35 Suter 5p 125 +6 12.0 - 2.3 - 28: 293 5xstem Desirers lib 1555 92.2 3.9 0.6[4.4] 20: 293 5xstem Desirers lib 1555 92.2 3.9 0.6[4.4] 20: 20: 20: 20: 20: 20: 20: 20: 20: 20:	2 52 F.M.C. 46 4 46 134 135 136 134 135 136 134 135 136 136 136 136 136 136 136 136 136 136	6 6 66 Harperbases 270 89 -1 4.0 2.0 6.4 9.3 80 Harperbases 270 98 +2 6.73 15 9.87.93 43 39 Harbardon 50 - 34 20 5.4 1.9 1.75 4.4 1.9 (0.7) 52 Harbardon 50 - 34 1.5 1.5 4.4 1.9 (0.7) 52 Harbardon 50 - 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5
1007, 995, 0o. 107ac 295.84 100.2 18.83 9.55 1007a 995, 0o. 107ac 18.6 84 100.2 10.0 10.0 10.0 10.0 10.0 10.0 10.	31/2 16 seorger wrs. 100 28 d.l. 1 / 1.5 (12.3) 98 73 Beattle 166 114 Prov. Financial. 191 +2 78.0 1.9 7.110.7 52 39 Bentals 111 86 HSdn Selevajūs. 108 F2.0 6 2.6 9 151.2 4 Beardin. 10 44. Sural Histor 10.	700	E13% T0 K Cpn	3 105 Lovel (6.F) 105 68620 27 195 68620 27 195 195 195 196 19	642 642
1001 997 0d. 10 2 cc 0.10 84 100 2 18.25 9.91 1002 997 0c. 10 2 pc. 3.11.84 1002 10.07 100.09 10.09 13.12 84 1000 10.09 10	257 130 Unit Leasing 20p. 220 d71.5 6.11 1.0 15.0 53 24 56 134 Wagan Finance 50 23 9 7.4 6 24 25 25 25 25 25 25 25	er 62	115 10 hys Car 193-97, 158 -1 7% 33.5 6.3 99 152 Thurree F. W. 10p 172 30 3.4 2.510.5 21. 153 Toghiba Length 190, 216 +1 01.045 2.2 1.824.7 (3. 160 Historia 250 +10 145.0 2.0 4.812.9 56 150 U.E. 1 10p 273-st 3 4.66 3.11 2.420.3 200 150	0 66's Meat Trade Sup. 82at 5.25 1.2 9.115.5 15. 2 156 Meants to 199 -2 116 5.4 1218.7 14. 2213 Nature Brand in 629.4 1-4 025.48 3.9 -4 0.0 1.0 9.104.7 6.	22 22 Titohome Grocal 6 Ind. 150 ps
771 ₂ 711 ₄ Age is, Mt. 3pc 59-89 751 ₄ +1 ₄ 9.58 11.35 371 ₄ 311 ₄ Mtat. Wtv. 3pc 81 341 ₂ +1 ₄ 0.19 11.00 Financial 981 ₄ 92 Irw in Inti-Section 1.78 981 ₄ 92 Irw in Inti-Section 1.78 1001 ₂ +1 ₄ 10.57 10.98 10.98	SPIRITS 93 65 1-62-site 345 236 Church 57 25 Comb. E	2 (G.S.). 89	25 Vizonali V Pi025 75s	126 Norum P'k, 10n 144 163.12 3.6 3.1 12.0 14 72 Park Food 10p. 75 43.0 2.0 5.7 12.7 2 86 Paterson Jenks, 172 42.8 3.7 2.3 14.0 5.3 1.7 1.	3 59 (most) lock 100 455 (0\$2.36) 5.6
184 962 Do. 110c Uns.t. 88 1024 +1 18.91 15.80 1042 972 Do. 113cc Uns.t. 90 1042 +1 11.62 11.10 109 912 Do. 113cc Uns.t. 90 1042 +1 11.62 11.10 812 742 Do. 74cc A Deb 29-92 802 921 11.10 109 11.10 1	37 10 Setlauen Brewery 57 +2	(Andrillop 32 25 le 11.5 7.5 tams 141 -1 16.8 1.7 6.9 (B.B.) st 100 128 -2 11.0 247 -1 140.9 5.1 2.4 8.9 Gpt 150 37 -1 2.15 1.8 0.3 (8.0) 21	ENGINEERING 54	1200	7 80 Hents & Cattell. 60 11.06 0.51 25 (147)
	293 163 Bulmer (H, P) Sp. 208m; +1 19.2 42 2-910.4 20 7 Execute 358 200 Clark (Matthew) 1 255 -3 10.0 2.5 4.014.3 55 26 Fine Art 3355 208 Charton's Br. (Max.) 280 -2 8.4 1.8 4.315.2 20 19 Ford (M 209 207 Ontollers 50s 257 +2 13.0 2.5 7.2 7.1 174 120 Formities 405 335 Forthand Committees 335 - 76.62 3 9 3710.0 126 52 Foster (M 200 200 200 200 200 200 200 200 200 20	en 20p 34 -2 16.1 62 1 1 0 0.7 8.4 (37) 26 1 1 1 0 1 0 7 8.4 (37) 26 1 1 1 1 0 1 0 1 1 1 1 1 1 1 1 1 1 1 1	772 A.P.V. 509 — 372 — 3 10.5 2.6 4.0 18.7 3 4.0 4.0 18.7 4 4.0 18.7 4 4.0 18.7 4 5 10.5 2.6 4.0 18.7 4 18.0 18.7 18.7 18.7 18.7 18.7 18.7 18.7 18.7	209 IAth & Lyle II. 385std -2 16.0 2.0 5.9 7.0 365 22 Talenter Rat. 20p 40 +2 -	5 228 Jeleston Grp. 18p. 275 +2 6.0 5.0 3.1 9.2 2 57 Journan (T.) 18p. 94 5.6 12 8.513.6 4 38 Kalamazoo 18p 45 333 1.9111 7.3 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9
15 8 Chinese 41-pc 1898 13 — — — — — — — — — — — — — — — —	246 146 Greene King 150 +2 73.95 3.1 3.812.2 249 112 French C 146 101 Gulemess 145 +3 5.76 3.0 3.7 9.9 138 101 45cc 117 86 High's 051. 200 125 3.2 2.7 9.4 11.8 84 01 Geffer (J 209 140 Inversorden 148 +1 4.0 2.5 3.914.7 266 170 Gem (S. 273 7.3 15ch 105tallers 165 +2 031.8 2.6 4.811.6 93 48 Golden (S. 273 7.3 15ch 105tallers 165 +2 031.8 2.6 4.811.6 93 48 Golden (S. 273 7.3 15ch 105tallers 165 +2 031.8 2.6 4.811.6 93 48 Golden (S. 273 7.3 15ch 105tallers 165 +2 031.8 2.6 4.811.6 93 48 Golden (S. 273 7.3 15ch 105tallers 165 +2 031.8 2.6 4.811.6 93 48 Golden (S. 273 7.3 15ch 105tallers 165 +2 031.8 2.6 4.811.6 93 48 Golden (S. 273 7.3 15ch 105tallers 165 +2 031.8 2.6 4.811.6 93 48 Golden (S. 273 7.5 15ch 105tallers 165 +2 031.8 2.6 4.811.6 93 48 Golden (S. 273 7.5 15ch 105tallers 165 15ch 105tal	mechaning 203 +1 haily 2,7 2,7 10.4 1812 feeting 10	33 Austri (James). 34	HOTELS AND CATERERS	20 58 Kennedy Smale 110 +8 10.5 0 110 Kershaw (A.) 5p. 220 +10 15.0 0 10.5 0 10
50 41 Do 6pc 28 Stb. Ass. 50 3 15 2 46 38 Do 4pc Mised Ass. 50 27 Hugo: "24 Ass. 32 275 15:50 1222, 1022, 1022, 1023, 10		versal 565mi +3 +140 32 34123 74 568mi -5 +140 32 35120 77	43 Banra Inds 20p. 45 3.3 1.8/10.5/13.9 27 46 Bestaford 10p 64 3.5 3.1 7.8 5.9 365	21½ Comfort int. 10p. 37 10.65 2.2 2.5/21.5 133 210 De Vere Hotets. 260 10 15.5 0.8 3.059.7 228 Epsture Hildes. 38 +1 dil.7 1.7 6.4 1.8 40 1.7 1.8 40 1.7 1.8 40 1.8 1.	7 17 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
122-1 122-2 122-	79 53 Marton Thompson 56 +3 +0.1.55 3.1 4.0/11.6 50 52 52 62 40 10 50 52 52 52 52 52 52 5	max 10p 74 56 1.6111 75 29 1 mx 10p 74 56 1.6111 75 29 1 mx 10p 74 56 1.6111 75 29 1 mx 10p 20 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	8 Beran (0.F.) 5p 15at	West	243 Leto Grove 100 585 17.5 6.3 5.0 70.0 22 Lillestari 10n 41 41 3.5 3.5 20 Lon. & Lil. 10n 16 -11g 48.2 7.3 1.1 20 Lon. & Midful 126 7.75 11 8.8 7.4 30 58 Lon. & Nthn. Gru 740 F4.2 2.0 8.1 18.5 31 40 Longton Ind. 58 1.0 2.1 3.6 40 Longton Ind. 58 1.0 2.1 3.7 (0.9 1.0 1.0 1.0 1.0 70 Low & Bonar 50p 194 +2 15.0 2.3 3.7 (0.9 1.0 1.0 1.0 1.0 1.0 70 Low & Bonar 50p 194 +2 15.0 2.3 3.7 (0.9 1.0 1.0 1.0 1.0 1.0 1.0 70 Low & Bonar 50p 194 +2 15.0 2.3 3.7 (0.9 1.0 1.0 1.0 1.0 1.0 1.0 1.0 70 Low & Bonar 50p 194 +2 15.0 2.3 3.7 (0.9 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 70 Low & Bonar 50p 194 +2 15.0 2.3 3.7 (0.9 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 70 Low & Bonar 50p 194 +2 15.0 2.3 3.7 (0.9 1.0

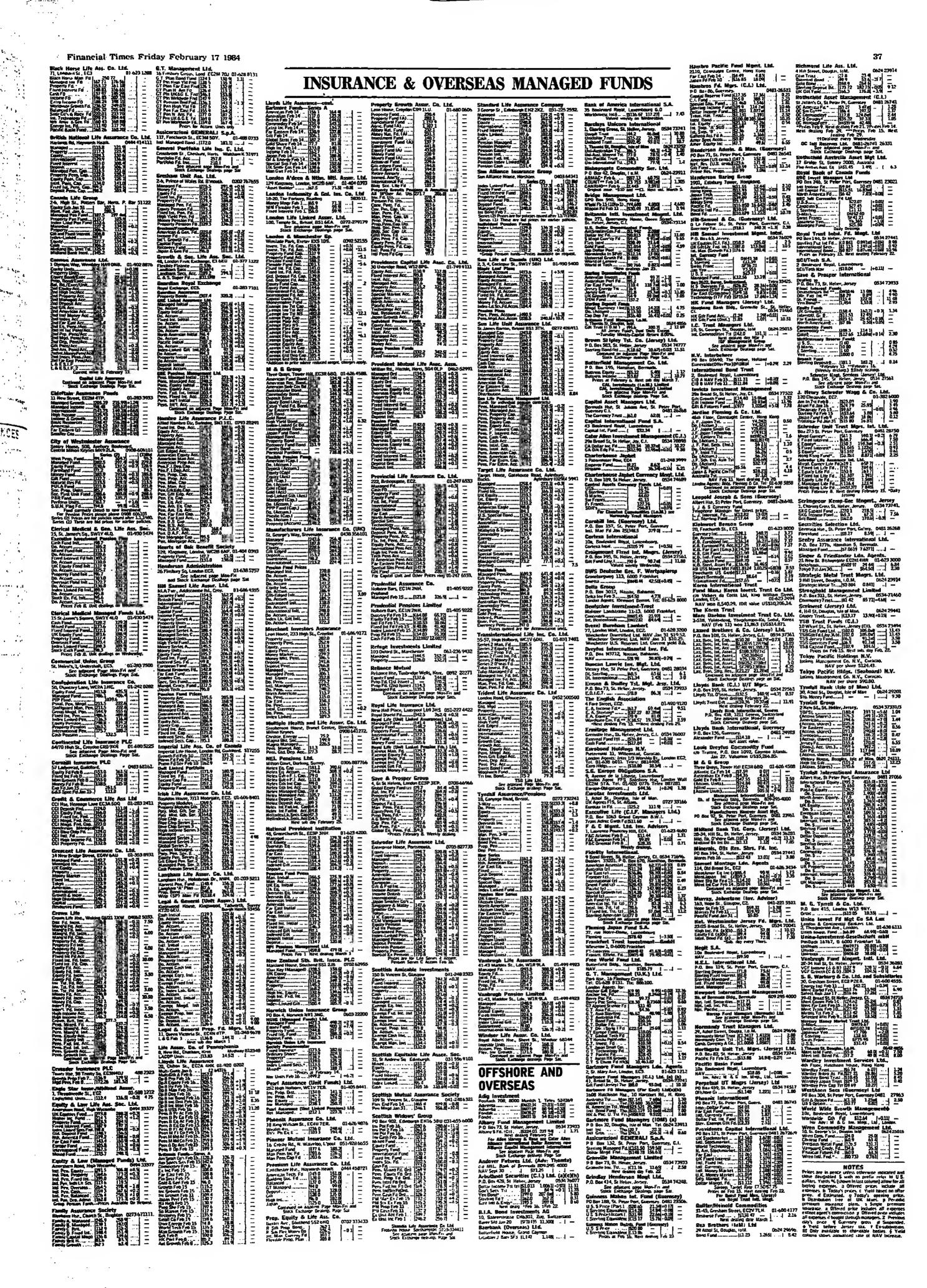
FT LONDON SHARE INFORMATION SERVICE



シェ







シャ

Cocoa market prices tumble

BY OUR COMMODITIES STAFF

A NEW bout of speculative sell-ing pushed cocea prices combined with drought to cause through previous support levels a drop of nearly 100,000 tones yesterday, taking nearby futures quetations to the lewest level since late last year. The May pesitien ended £71 down at £1,760 a tenne, £271 Brakanen, agriculture minister, recently said the less in expert

below the January peak.

Though the decline was largely technical, it was also influenced by reports that Gbana Cocoa Marketing Board purchases had reached 141,000 tonnes, which encouraged greater eptimism on West African crop prospects

generally. Peter Blackburn writes from Abidian: Bush fires have again broken out in varieus parts of the Ivery Coast, destroying cocoa and coffee plantations, the official daily newspaper Fraternite Matin said yesterday. In the south eastern Adzope and coffee plantatiens were destroyed, the poper reported, It said the fires were caused by farmers clearing land, buntars smeking out animals and arsonists.

The fires are fermined to the fires are f

Hormattan — a dry, ducty wind that blows south from the

blockade in the cocoa crop te 360,000 tennes, according to Agriculture Ministry estimates. Mr Denis

Hewever, agriculture efficials said the busb fires are net as serieus es lest year. They said the Hurmattan is less strong, while the rains lasted until the end of January — more than a month later than last year. Merning mists are resulting in greater aeil humidity, they

earningo

The officials explained that the Press repert was part of a national campaign launched recently to alert public opinien

According to the Agriculture Ministry, the 1983-84 cocoa crop is estimated at 320,000 to 330,000 tonnes, the lowest for six years. Officials said that due to drought many beans are undersized, thus reducing Sahara Desert. undersized, thus reducing
Last year bush fires, aggrafurther the commercial value
vated by an exceptionally of the crop.

were fined £17,000 each with £100 costs by Plymouth magisbibited zene eff the coast of Devon this month.

● THE Banco de Brasil's fereign trade department, Cacex, authorised industries to export a further 50,000 toppes of frozen concentrated rrange juice from stocks and raised its minimum export price to \$1,300 per tenne

prices rallied strongly yester-day, after Wednesday's shakeout, The April position gained £7.20 te £204.8 a tonne, after epening at a low of £196. The recovery was attributed to an upturn in the Amsterdam futures market,

Poultry workers threaten port

Financial Times Reportor POULTRY WORKERS yester-day threatened te blockade perts and picket supermarkets te prevent the sale of imported poultry, which they say is being

dumped in Britsin.
"We are not afraid of competition, but the French are dumping an inferier preduct on the market and it bas already cost our industry 7,000 jebs in the last 18 mentbs," said Mr Jack Boddy, general secretary of the farmworkers' section of the Transport and General Werkers'

Union. An emergency meeting of the TUC's poultry committee yester-day decided te enderse the pert blocksda if the Government fails to take action

The committee is to arge pro-

ducers to launch a joint cam-paign to persuade the public te buy British and supermarkets will be picketed to bring home the message, Mr Boddy said. French poultry contained up te 20 per cent mere water than was allowed under UK regulations and the Government sheuld ban its entry until British standards were mot, he sald.

• TWO Danisb trawler akippers trates yesterday after admitting fishing fer mackerel in a pro-

THE Indian tea industry is pre-paring a crasb productien plan to increase tea output in the country this year by at lesst 20m kg. To back up the pro-gramme many North Indian gardens bave declared their readiness te plough back part of the superprefits they earned In 1983. According te industry sources at least 75 per cent of LONDON potato futures

Farm research loses a practical base

THE Agricultural and Foed Research Council bas caused consternation in some sectors of farming by proposing to close John Cherrington reports on plans to close two development centres two ef its most recent centres, the Weed Research Organisasrable crops and cereal variety tion near Oxford end the Letproduction, towards food science and technology, buman cembe Laberatory at Wantage. Beth are better knewn to farmers than the usual run of researcb establishments tion. because they deal with prob- These changes are being because they deal with prob-

lems ef immediate interest te

from what are considered over-supported subjects, such as

sources at least 75 per cent of

the funds required will be pro-vided by the gardens te imple-ment the crasb programme.

Hewever, the plan isstill ten-

BY P. C. MAHANTI IN CALCUTTA

THE Indian tea industry is pre- New Delhi.

Weeds are always with us. As soon as one strain in 1983/84 to £131m in 1987/88 is conquered others take its including inflation. This fund-ing comes principally from the place, or so it seems. Letcombe was looking into the practical effects on soil Department of Education and Science, the Ministry of Agricul-ture and the Department ef structure of modern husbandry metheds; bow te ceunter the increasing weights of modern Agriculture for Scotland, It ceuld fairly be asked why machinery and the disposal of straw. Both establishments farmors do not pay for their own research, but in some straw. Both establishments seem te be particularly relevant te medern arable farming. One of the complaints about the proposed change is that the transference of the Letcombe work to Long Asbton near Bristal, ao suggested by the council, would move the centre respects they do. They all pay taxes, of course, and their purchases of ferti-

liser, chemicals, feedstuffs and machinery support the extensive research and development of the suppliers. Many years ago Norfolk farmers belped to fund a research station at away frem the main arable areas to an area of predominantly grassland.
Other changes have been proposed, including a reduction in the werk of the Welsb Plant as did several ethers, but they became part of the national responsibility under the Breeding Statien and a general shift in the pattern of research

responsibility to council'o guidance.

New Delhi.

Sprowston and there bave been individual contributions as well. Rothsmsted Experimental Station began as a private trust,

Hewever, the plan is still ten-tative and its practical implica-

tions are being discussed with

It is expected that a firm

production target of 620m kg will be announced next month,

during wblch a national meeting on tea is due to be beld

alse bave a plan to raise pro-

duction en a crash basis—to at least 135m kg against 110m kg

United Planters Association of South India, a crasb plan in-

South India the gardens

year. Accerding te the

Indian tea gardens plan production boost

Britain seems te have fallen food in with the general practice uman everywhere et state funding nutritien and genetic manipula-tion. fer ferm research. About '20 years ago I had the epportunity te study resesreb and developforced en the council by everall ment in a number of countries centrols en spending which and came to the conclusion that limited the budget from £122m no country beld a monopely ef agricultural excellence but some countries were better than

> infermation to farmers. New Zcaland and Ireland are both dependent en farming and bave no industrial base with which to support expensive research. In both countries, farm research is directly aimed at producing the bighest yield of meat and milk products from grass, for which both countries are well suited. It is a case ef relevant or applied research directed to a definita end.

Somebow in Britain we seem to bave missed that particular aspect. Much of the research bere is fundamental, which I would translate as baving ne relevance. The directer of ene of tha institutes, since retired, told me his staff would fellow

(£19.7m) bas been drawn up by the South Indian tea gardens fer

the purpese. As a matter ef fact, the weather in the south bas heen so good that productien by the end ef the year may well exceed 135m kg.

Meanwhile, the consultative cemmittee ef Plantation Associ-

atiens ef Calcutta, which repre-

that if enything of interest to farmers came up they were th ot emoslew

I cannot avoid the unworthy thought that one of the reasons the Weed Research Organisa-tion and Letcombe have been chosen fer the chop is that they bave broken the rules in some way by actively publicling the werk they are doing and by relating rather well with the fermers whose problems they were trying to solve.

The fundamentalists would say that the practical werk these atatiens are doing would others in disseminating the be best left te the Ministry's husbandry farms. These sre supposed to epply the results of research to day te day farming, but farmers seem to prefer going te the highest step of the research ladder which will accommodate them and talking directly to the scientists.

This issue has been raised befere by Lord Rothschild who, in a report on the Research Councils, called in effect fer a much bigger proportien ef relevant research. It was bitterly epposed by the scientific exhibitment at the time tific establishment at the time and these latest proposals would seem to underline the immediate practical value would seem te underline the Some acientists seem to scorn fact that they have successfully resisted his Ideas. Scientists whe leave their lvery towers to tread tha soll do so at their peril.

tion and exports.

The domestic demend has

been estimated at 530m kg and

expert requirements have been placed of about 420m kg by the

that in erder to produce this

The committee bas a

turn of the century.

sents the entire plantatien quantity it will be necessary to produce this enterests of the country, has prepared a blueprint for tea 53,600 bectares; carry ent infling of about 30,500 hectares century, according to which at least 1,100m kg of tea must be tares.

Hot summer 'cost £25m' in lost red meat sales

LAST YEAR'S het summer cost Britian's red meat industry at least £25m in lost sales, e report published by the Meat and Live-etock Commission suggests.

Analysts of consumptien trends and temperatures in recent summers indicates that a 1 degree centigrade increase in average maximum sommer

in average maximum sommer temperature usually results in a decline of about 1.37 per cent in expenditure en red meat, the commission says.

Last year, howevar, while the average temperature between mid-June and mid-September was only 2.3 dgrees above normal, expenditure was about 6 per cent dewn.

per cent dewn.

The main sufferer was pork, sales of which were down by 10 per cent. Beaf and veal sales were about 6 per cent down but expenditure on lamb was hardly affected.

The report points ent that pork is generally acknowledged to be the most affected by bot weather as it can be difficult to handle when temperatures are high and retailers are inclined to stock less of it. The perfermance of beef varied according to cut, with

forequarter cuts doing particu-larly badly and grilling ster-relatively well.

Lamb's apparent near-immunity to the summer temvolving an investment of R300m produced by the year 2000 to (£19.7m) bas been drawn up by meet the expected growth in the South Indian tea gardens fer demand in demestic consump-

perature factor may reflect the seasenal apearance of English lamb en the market, the report

says.
During many of the years analysed there is evidence to sugge; that there bas been a awitch from beef and pork to lamb during the summer lamb mouths. Overall consumption of red

meat is always lewer in the summer, reaching a seasonal low in the four weeks to mid-August Meat Demand Trends, from MLC, PO Box 44, Queensway House, Bletchley, MK2 2EF.

Flood fear hits LME zinc

BY JOHN EDWARDS

ZINC VALUES came under renewed selling pressure on the tion in supplies this week and London Metal Exchange yester-day. Casb zinc closed £12 lower viewed next week. The question at £670 a tenne after reaching £694 in early trading.
The market was confused by

conflicting reports of a possible tains, cutback in deliveries from the Cop Centromin Mining Company in Peru ef zinc, copper and lead following reports of floods clos-

company spokesman said there after touching £1,025.

£1100

Tin cash..........£8527.9 |+12.5|£861e

Wof Iram22,04|b|075/78 Zino£681 &rnths.........£678,5 Producers ...|\$1,058

SPOT PRICES

LONDON OIL

Firmness in the physical market, riving meinly from the weakness of

deriving meinly from the weakness of the doller, supported eroody ges orly prices throughout the dey. The lowe were traded on the opening end the market moved up about \$2 during the morning. Euring the sternoon, prices ateyed in a nerrow range, reaching the highs early in the season. Crude off firmed in line with New York, reports Promier Man.

PRICE CHANGES

Fob. 15 + or 1984 —

was no possibility of any reducviewed next week. The question of force majeure weuld only be considered if landsildes continue in the Peruvian moun-

Copper was also affected by the Centromin rumours, but managed to held seme ef the early gains. The higher grade three months quetatien closed Hewever, in the afternoen a £5.5 up at £1,024.75 e tenne

Crains
Barley Fut. May £119.76 --- 0.15 £180.40
Maize £147.00
Wheat Fut. May £124.00 ++ £25 £110.60
No 2 Hard Wint £

‡ Unquoted, u April. z Merch, x Mey, v Fob-Merch, w March-April. † Per 75 ib flesk. • Chans cocce, n Niminal. c Cents per pound.

CRUDE OIL FUTURES

3 U.S. por bri

30.05 29.50 29.3e 99.20 29.39

tative and its practical implica-tions are being discussed with **BRITISH COMMODITY PRICES**

BASE METALS

BASE-META lighted by th values; lorwe £694 in early Metal Exchan attempoon to c of a torce Controvin was

COPPER

25.50, 25, 24.50, 24, 24.50, 25, 24.50, 25, 24.50, 25, 24.50, 25, 24.50, 25, 24.50, 25, 24.50, 25, 24.50, 25, 24.50, 25, 24.50, 25, 26, 27.50, 26, 27.50, 26, 27.50, 26, 27.50, 2

-0.19 50.10-25.50 +0.11 29.50-28.50 +0.13 89.30 +9.03 29.20 +0.35 —

Turnover: 314 (21) lots of 1,000 barrels.

	CAC OII		IDE	_
RUOE OIL—FOS (\$ por barrolr	GAS OIL	close FOI		
rabian Light	Feb	142.70 130.75	+2,26	243,76-2 248,25-2 240,25-2
RODUCTS—North West Europe [5 por tonne) remium gasolino_ 959-972 as 01	July	237,75 237,75 202,70 33e,7e	+1.25 +1.50 +0.60 +0.60	238,00-2/ 257,00-2/ 258,00-2/ 258,25-2/ 240,00-2/ 241,00
savy fuel oil	Turnovar: 1,	587 (2,0		

GOLD MARKETS

Gold fell \$\frac{1}{2}\$ to \$383\frac{1}{2}\$38\frac{1}{2}\$ on the Londen bullien market yesterday, it oponed at \$382\frac{1}{2}\$ \$383.25\$ per ounce, against yesterday, it oponed at \$382\frac{1}{2}\$ \$383.25\$ Im Zurich gold finished at in the morning, and \$383.90 in the afternoon. The motal teuched a peak of \$384\frac{1}{2}\$\$383\$. In Paris the 12\frac{1}{2}\$ kilo gold bar was fixed at FFr 101,600 per kilo (\$383.87 per ounce) in the start of \$384\frac{1}{2}\$\$ LONDON FUTURES (\$383.87 per ounce) in the afternoon, compared with FFr 101,550 (\$383.37) in the morning, and FFr 102,300 (\$382.98) Wednesday afternoon. In Frankfurt the 121 kilo bar was fived at DBI 22,205 per kilo was fixed et DM 33,295 per kilo (\$383.99 per ounce), against DM 33,195 (\$383.02), and closed at \$3834-3844, compared with

In Luxembourg the 124 kile

S por troy		
eunce	1	
328,35-50,40	+1,15	669,29-86,50
100.70-61.50	+ 1,60	402,50-01,50
14,00-15,00	+ 1,50	100,40
	588,35-50,40 594,20-94,70 100,70-51,50 107,30-68,50 114,00-15,00	580,03-85,50 — 0,25 588,35-50,40 + 1,16 594,20-94,70 + 1,16 407,36-1,50 + 1,56 407,36-6,60 + 1,56 414,86-16,60 + 1,56 594 (809) loss

Oold Bullion (Inc ounce)

(£2731₂.9731₃)|King Sov 531.321₂ (£63.54) (£14) 16.1411₃|Victorio Sov 501.021₆ 1£53.54| (£72.781₂ | Fronch 20e 5763₄.781₉₁£53.541₄) (£291₂.50) | 50 Posos Mex8474.476 | £288.3891₆) (£2751₄.2731₄)|100 Cor.Aust 0.373.579 | £2891₂.2031₄) (£621₂.981₄ | 520 Eagles 58-40.550 | £2753₄.3801₂) (£371₂.373₆) | Nobio | Plat.) | \$401₄.4003(£278.281) 4 Krus. 119 Krug.

EUROPEAN MARKETS

RETTEREAM, February 16.

Wheat (U.S. S per tonno]: U.S. Two Red Winner Merch 151, Aoril 152, May 152, Juno 15/July 15 #44. U.S. Two Northern epring 14 por cent oresein Feb 188.50. May 189.50, April/May 16 171, April/May 173 May 172. Juno 172, July 171, Aug 168, Sopt 186, Oct 189. U.E. Three Ambor Durum April/May 188.50, June 167, July 186, Aug 183, Sept 178, ect 180, Nov 182. Canadian Western Sonne April/May 270, Nov 197.

yollow Feb 150, March 147.50, Aoril/ June 149.50, July/Sep1 148.50, Oct/Ooc 132 sellers, Argentine Pleto mid-Feb/ mid-March 160, March 160, April 151, April/Mey 151, April-June 148 sellers, Soyabeans—(U. 9. 5 per tonne): U. 5, two vellow gullporte Mar 285.45, April 285.75, May 287, June 288.25, July 281, Aug 292, Sept 287, ect 274.70, Nov 27c.70, ecc 278, Jan 282, Feb 285.80 sellere, Soyamasi—(U.8. 5 per tonne): 44 por cent effect 220, Feb 220, Mer 220, April 224, April/Sept 228, Nov/ Mer 229 sellers, Pollets 9razil Mer 335,

	141014	Name and Address of the Owner, where			
AL merkets were high- he lete weaknese in ZINC ard zinc edged higher to by trading on the London nge but retreated in the	months £	3,285, 95 3,290, 87	. A	temoon: Karb: 7, 2,184 to	Thr Thr
close at £569.5 as rumours mejeure decleration by as denied by the company, heavy selling pressure,	NICKEL	a.m. Official	+ or	p. m. Unofficia	<u>+</u>
were depressed by the in sterling against the ER touched £1028 but full to the late kerb at £1023,5	Spot 3 months	3213-5 3290-6	-17 -29	3209-12 3287-2	+
£1062.5 and NICKEL or stock support lifted for-	SILVI	ER			·

ducers 67	-71 cente	por	pound.	
COPPER	a.m. Official	+ or	p.m. Unofficial	+_t°
High Crde	£	£:	£	£
Cash 0 months Settlern't Cathodes	1007	+[9,5 +9,0 +15.5	1005,5-6 1024,6-5	+5,25 +5,6
Cash 3 months Settlern't.	994,5-5 1013,5-4		993-5 1013-5	+6

16, 15, t 54, 22, 5 68,560, ti 5tandard: 60, 61, 80 months 5 91, 65, 70 68,695, i	hree mon Thme I Alterno 3,650, 55, High C Gerb: Stan Turnov	the finds fi	d: Cash £8 28 670, 65, Crade: C 28,685, 8 a £8,660, itendard: T 60 55, 58, Three mo Three mo	60, seh: serb: 55, hree 60, nthe
TIN	official	+ or	p.m. Unofficial	+ 0

£8,665, 60. Turnover: 2,840 tonnes.							
TIN	a.m. Official	+ or	p.m. Unofficial	+ 0			
High Crde Cash 3 months Settle m't. Standard.		£ 7.0 10 6		+22 +22			
Cash 3 months. Settlem't. Straits E	8514-0 8660-1 8510 520.10	—19 —7 —20		+12.0			

84.50, th 93.50, Ke Atternoon £294, 84.1 Kerb: The	rae mont orb: Three : Canh (2 50, 94, 8 see month 225 tonne	mon: 85.50 3.50, 2.50,	£286.50, 295, 84.50 the £293, 9 three ma 93, 92.50, 2, 82.50.	64, 3.50. onths 93. Turn-
LEAD	a.m. Oflicial	+ or	p.m. Unol ficial	+ or
Cash 5 months Settlom's	284,75-5 293-,5 285	£ 18 +.0 5	283,5-4 992,5-3	-1.5

Zine—Morning: Cseh £592.50, three months £567, 88, 84, 83, 82, 83, 84, 85, 86 87, 86, 85. Kerb: Three months £686, 85, 84, 83, 82, 83. Afternoon: Three months £682, 83, 84, 84, 80, 82, 79, 78. Kerb: Three months £677, 75, 76, 77, 76.50, 75 74, 72, 70. Turnover: 18,575 tonnes. U.5. Primo Wastern

sign of the policy is								
ZINC	a.m. efficial	+_or	p.m. Unofficia	<u> </u>				
ash months ettiom't	685.5	£ +.76 - ,25 + 5	£ 680,0-9 578-9	-11 -6,				

ALUMINIUM

Alumini C1.067, 66	3.50, 66,	ing: Th	ree month 65, 65.5
Korte Thr Alternoon	oo month : Thies m	s £1,063 onths £1,), 63, 62.56 , 63.50, 63 ,062, 91, 63 Kerb: Thre
months £1 Turnovar:	25,629 to	Ю, 64, 63 эппэз.	62, 62.50
Ninimul	a.m. Official	+ or	.m. + c

NICKE

nths £3	.290, 87,	89,	Karb: 7 7 2,184 tor	hree
KEL	a.m. Official	+ or	p.m. Unofficial	+ or —†
ot	3213-5 3290-6	-17 -29	3209-12 3287-2	+1,5 -9,5

		ed 6.2p		
		elivery in		
bullion	market ye	sterdey 6.	33.65p. L	J.S
equivale	nis of the	g fixing I	evels we	ere
spot \$5	3.153, up	14.6c;	three-mo	mt
\$9,362	up 13.8c;	six-month	\$9.598,	Q)
13.7c: 8	nd 12-mor	th \$19.09	3, up 13	.7c
The m	etal ope	ned at	630 - 63	3121
		closed st		
(\$9.15-\$				
140110				

2ILVÉR per troy oz.	Buillen fixing prico	-	L.m.E. p.m. Unoffic'l	, +
2pot 3 months. 6 months. 12months	633,55p 647,10p 662,35p 293,80p	+9.20 +5.65 +5.60 +5.50	631.0p 646.5p	-6.
LME-S cesh 631 646.5p (6	ilver (2, .5p (637, 51.75p), r: 233 (13 large th	000 5p); Tumo 8] lot tree	oz control threa movers nil (se of 10,00 months	onti 5). 0 o: 48.
648.5. Al 644.9, 45	remoon: .0, 46.9.	lerge Kerb	three mo	on th thre

COCOA Although opening as expocted, file lower, lutures lost ground sherply during an active day and cleaing levels were at the recent lows. Nasrby positions traded in physicals, both cocce beans and products, but the business was again limited to second-hend desing, mports Gill and Guffus.

COCOA	Yesterday's Close	+ ог	Business Done
farch		_70,5	1202-50
//ay uly kept	1752-53	-74.0	1820-05 1814-50 1709-48
Aarch	1727-30 1720-26	-62.0 -60.0	1790-25
	1710-20 4,303 (7,34	-57,5 0) lote	
	licator pric		

per pound). Cally prices for Feb 19. 112.18 (119.08); five-day evemos for Fob 17:: 116.05 (119.78).

0.1	T		
Robustae	closed J	higher	in needs
positions b	ut lower i	n dista	nt month
Firmer ett	ernoon ve	iues i	auscred.
triggered	mired hu	vina s	nd shor
coverino li	a mark	er lac	kico free
lundemente	news.		
COFFEE	Yost'day's	+ or	Business
	Close	: - :	Cone
		$\overline{}$	
		·	
March May	2086-88	+17.0	2095-62

1872-70 1871-73 1825-93 1796-07 1750-01 1715-90 Belee: 3,803 (3,611) lots of 5 tonnes. (CO Indicator prices (U.S. cents per pound) for Feb 15: Comp. deity 1979 141.43 (140.99); 15-dey everage 140.14

GRAINS LONGON GRAINS—Wheet U.S. derk northern spring No 1 14 per cent Feb 141.50. Mer 142. April/Mey 130.50 tmnshipment eest coast. English leed lob April/June 128 eest coast. Meize: French second hall Feb 147, first hall 147.50 eest coast sellere. Barley:

Mar 147.50 east coast sellers. Barley: English Ised lob Mar 123.25 cast coast. Rest unquoted. +0.15 119.00 --+0.25 112.75 --0.10 +0.20 106.00 +0.35 +0.15 123.00 +0.50 +0.36 111.90 +0.26

HGCA — Locational exclarm epot prices. Feed barley: S. East 119.20. The UK monetary coefficient for the week beginning Mandey February 20 (based on HGCA calculations using five day's eschange rates) re expected to change to 6.388.

Business done—Wheat: Mar 122.40—

Sept 109.10-8.80, Nov 112.00-1.80, Jan 114.80-4.65, Seles; 148 lois of 100 tonnes, Barley: Mar 119.00-8.90, May 10.85-9.75, Sept 106.00-5.60, Nov 109.00-2.55, Jan untraded, Seles: 151 lots of 100 tonnes.
Old crops remained slightly steadier in very thin trade, reflecting physical demand. New crops improved on profit taking and shipper buying, reperts Mulrpace. COTTON **POTATOES**

Moming trade was quiet, with little movement, in the entercoon prices rose energy, following higher Eutch lutures, and triggered striking stop-loss orders at April rose above £200.00, reports Coley and Harper. Yesterdy's: Previous

£ per tenne

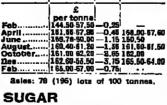
204,80 |197,60 229,30 |221,70 77,80 |79,50 Fob...... 88,50 88,50 90,00-89,00 April..... 105,50 193,00 Sales: 1,171 (1,081) lots of 40 tonnes.

RUBBER The London physical market opened shoul unchanged, mat selling oressure throughout the day, and closed on an escier note, reports Lewis and Peat. The Kuale Lumour Merch fob price for R59 No 1 was 269.0 (same) a kg end SMR 20 238.5 (237.9).

No. 1 R.S.a.	Yesterdy slose	's Previous close	Susiness Ilone
	1	por tonne	
lch	835-86e	640-879 I	-
nr	840 855	a50-857	_
ol-Ine	846-848		860-846
v-Sept	876-877		886-877
ct-Dec	221-893	898-904	900-691
nMeh	906-909	913-92e i	***
	920-932	926-940	_
y-Sept	930-945	008-946	_
ct-Oas	940-007	956-957	_
Zeles:	73 (223)	lets of 1	5 tonnes.

nii (same) lots of 5 tonnes. Physical closing prices (buyers) soot 84.00p (84.50p), March 85.50p (86.00p), April 86.75p (97.50p). SOYABEAN MEAL The market opened unchanged and remained steady in leaturaless conditions, report T. G. Roddick, After on

sftarnoon session the marke



LONION MAILY PRICE—Raw suger £119.00 (9171.50), uo £1.50, a tonne lor Feb-Merch-April shipment. White suger \$139.00, uo \$3.00.

The merket besitetted eround \$187.00 for Mey and orices then sligoed back about \$2.00 on scattered orofit-taking, reports C. Czamikow.

	- 4	2 por	toni	10			_
ar1	22.00-	22.25	122	20	128.	95 <u>-</u> 90	78
ay	29,25-	29.75	127,60	-28,00	129,	76-27	50
No.	6 Co	ntrac	<u> </u>	per	tonn		-
ar	176,60	78,60	177.9	D-78,00	178.	00-76	
ay	185,00- 198,00-	85,20 38,40	155,8 196,5	0-36.86	.187. 198	80-84, 20-54	,00 170
cti	205,6Q·	95 .80	205,4	0-08,80	205.	60-01	āā
Ar	226,00	26,20	225,0	0-26,80	227.		
ay		34,00	282,0	D-84,00	285.	20-54,	00

Selse: No. 4 1.711 (2.933): No. 6
2.425 (2.017) lots of 50 tonnes.
Tate and Lylo delivery prices for oranulated besis sugar was £225.50 (£223.50) a tonne for seport.
International Sugar Agreement — (U.9. cents our pound tob end stowed Cambbeon parts). Prices for Fcb 15. eaily orice 9.52 (6.42): 15-day sverage 5.83 (5.86).

WOOL FUTURES

AYDNEY IREASY WOOL—Close (In order: buyer, seller, businose). Auertrelien cents per kg. Merch 570.5, 572.0, 571.0-589.0; Mey 583.0, 584.0, 584.0, 584.0, 582.0, 584.0-583.9; Ces 582.0, 583.9-587.0, March 801.0, 603.0, untraded; May 607.0, 615 e untraded; July 624.0, 631.0, untraded. 5ales: 38. LONDON NEW ZEALAND CROSS-

BREDS—Close (in order: buyer, seller, busmose). New Zeelend cente per kg. March 430, 440, 431-430; May 445, 450, 455-453; Aug 478, 482, 483-478; Cet 478, 484, 485-478; Dec 478, 484, 485-476; Jen 490, 485, 485-479; Merch 482, 487, 490-483; May 485, 488, 496-485; Aug 497, 505, 505-497. Selee: 173,

LIVERPOOL—Spot and shipment sales amounted to 100 tonnes. Some free involvement among opinners occurred and mixed operations were indicated. Activity centred on Middle Eastern growths, including Russien and

MEAT/FISH

MEAT CORMISSION — Average fet-stock prices at representative merkets, GB—Cattle 95,51p per kg lw (+0.41), GB—Sheep 195.55p per kg ext dow (-2.711. GB—Pies 91.83p per kg lw (+1.07).

SMITH-FIELD—Pence per pound, Beef: Scotch killed sides 78.0-84.9. Veal: Outch hinds and ands 128.0-135.0. Lamb—English smell 84.0-90.c. medrum 82.0-88.0, heavy 82.0-84.0; Imported: New Zealend PL 58.8-59.5. PX 56.0-56.5. Pork—English under 100 lb 48.5-55.5, 100-120 lb 48.0-54.9, 120-160 lb 41.0-50.0.

- INDICES-FINANCIAL TIMES

Feb. 15 Feb. 14 M'th ago Y'ar ago 281,19 290,98 290,60 | 859,96 (Bese: July 1 1952-100) REUTERS

Feb. 10,Feb. 15:M'th age 'Y'er ego 197e.0 .197a.e . 1977.a | 1697.e MOODY'S Feb.15 Feb. 14 M th ago | Yearego 1046.5 1041.7 1050.6 1084.9 (Base: December 31 1931 = 100)

DOW JONES Feb. Feb. Month Year 15 14 ago ago Spot 138,64,130,25,136,37,149,26 Fut's 130,21,106,02,138,2,151,02

COVENT GARDEN — Prices for the bulk of oroduce, in starfing, per onckage unless otherwise stated. English produce: Apples—Per pound, Cos's 0.16-0.30, Ids Red C.14-0.16, Colden Calicious 0.19-0.12, Bramley 0.16-0.22, Spartan 0.14-0.18, Laxton C.12-9.15, Pears—Per pound, Comics 0.18-0.22 Conferance 0.10-0.22, Potstose—Whites 4.20-4.60, Edwards 5.00-5.40, Snknm 7.50-8.00, Mushrooms—Per pound, open C.55-0.65, closed 0.70-0.80, Lettuce—Per trey reund 1.40-2.00, Cucumbers—8.50-6.00, Onlons—Per 55-1b 4.30-6.00, Cabbages—Per 25-1b Caltic 240-2.60, Jan King 3.00-3.20, Cucumbers—35-0-b, round 1.80-2.00, Iono 2.80-3.00, Turnips — 28-1b 2.00-2.50. Seedes—28-1b 1.20-1.50, Sprouts—Per pound 0.10-0.15, Carrots—28-1b 1.40-2.80, Greens—90-1b Kent 4.00-4.20, Comish 5.00-6.00, Parsnips — 28-1b 2.50-2.60, Lesks—Per pound 0.18-0.22 Rhubarb—Per pound 0.00-0.65, Cauliflowers—Carriol 4.00-5.00, Kent 3.50-4.00, Imported produce: Minneoles—Jeffs: 12-kg 4.60-5.45; Cyprus: 10-kg 6.30-5.50, Satsyumos—Spanis: 2.20-2.80, Clementhese—Spanis: 82/120 3.80-4.00, 132/168 3.60-3.80, 182/210 3.40-3.50, Oranges—Spanis: 82/120 3.80-4.00, 132/168 3.50-3.80, 182/210 3.40-3.50, Lemons—Itsilien: carton 4.00-4.50, Cyprus: 10-kg 6.30-5.50, Satsyumos—Spanis: 10-kg 6.30-5.30, Greek; 15-kg 4.00-5 00; Spania: 5-kg 1.00-1.50; Italian: 9lood 3.50-3.80, Lemons—Itsilien: carton 4.00-4.50, Cyprus: 10-kg 6.30-5.30, Greek; 15-kg 4.00-5 00; Spania: 5-kg 1.00-1.50; Greek; 15-kg 4.00-5 00; Spania: 5-kg 1.

AMERICAN MARKETS .

COCOA 19 10

Close 147.19 142.75 137.20 134.19 131.19 128.38 125.51 123.38

COPPER 25,000 lb, cents/lb

COTTON 50.000 fb, cents/lb

CRUDE DIL (LIGHT) 42,000 U.S. gellons, 3/barrels

GOLD 100 troy az, \$/troy oz

High 384,7

369.0 395.5 402.6 408.3 415.6 423.0 429.5 437.0

High 79.90 76.60 75.00 76.20 76.50 77.25

462.4

Letust 29.81 29.58 29.26 29.26 29.25 29.22 29.20 29.30 28.30

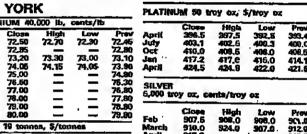
Close 383.4 364.2 387.4 409.3 407.6 414.0 421.2 428.6 438.2 444.1 462.4 460.9

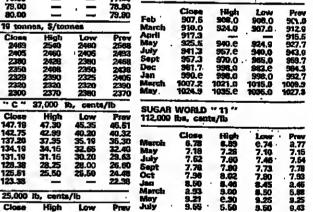
March Mary July Sopt Doc March May July

High 47.30 42.99 37.35 34.16 31.16 28.25 25.50

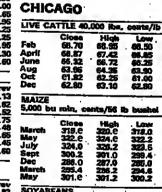
High 65.55 65.95 67.20 68.50 69.75 71.80

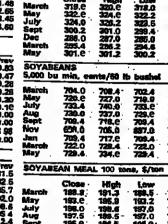
of their gains as adequate spot supplies and bigher planmag prospects in EEC countries continued to exercise pressure on the rearket. Cotton orices were moderately higher on short-covering sheed of the planting intensions report. Heating oil was unable to hold early gains related to the iraning of unchanged to stightly higher prices. Soysbeans and grains trades prices. Soysbeans and grains trades mixed sheed of the Government planting intentions report; old-crop months generally held steady while new-propments were under light pressure in anticipation of higher-largeage, Procious mereins were moderately higher in line with 4 bester tone in the continents currencies. NEW YORK, February 15
Cooper orices were inactionally higher ofter early gelns wera followed by praffic-taking: the late buying came mostly on arbitrage support, reports Holnoid Commodities. Aluminium prices were basically unchanged while the traders anticipated a better reaction to the strong economic news, Cocca prices declined the full pormissible delly limit on reports that interior purchases in Chans were higher than expected. Coffee was strong on combined concern about supplies in the deliverable position, as the continuing deck atrike is being resolved through court stron. Sugar prices reflied early but lost most **NEW YORK** ALUMINIUM 40,000 lb, cents/lb

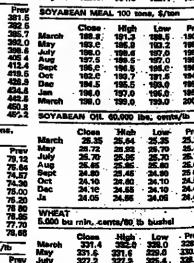








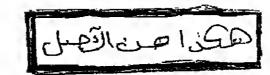




HEATING 111. 42,000 U.S. gallons, cents/U.S. gallons ORANDE JUICE 15,000 tb. cants/tb

Close High Low Prev
March 159,36 61,00 59,00 59,20
May 157,50 59,46 67,25 58,25
Sept 157,50 59,40 57,25 65,05
Nov 166,25 57,50 56,00 66,76
Jan 152,00 52,10 51,60 51,50
May 152,00 52,00 51,75 51,50
May 152,00 52,00 51,75 51,50

هكذا من النصل



Financial Times Friday February 17 1984

CURRENCIES, MONEY and CAPITAL MARKETS

floor of DM 4,8820. The Dutch guilder fell to DM 88.57 per 100 guilders from DM 88.64, and the lirs to DM 1,6160 per 1,000 from

of the \$18.9m officially traded.

£ in New York (latest)

FOREIGN EXCHANGES

FINANCIAL FUTURES

Dollar nervous and erratic

The deliar showed mixed changes in currency markets yesterday in rather nervous trading. The market continued to view the U.S. unit in a bearish light despite further indications of a strong U.S. economy. Yes-terday saw the release of U.S. housing starts for January and these were much higher than expected. The dollar however

expected. The dollar however failed to sustain a rether short lived rally and finished helow its best levels of the day.

The dollar closed at DM 2.6760 against the D-mark up from DM 2.6730 on Wednesday but down from the day's high of DM 2.6840. It was elso higher against the French franc at FFr 8.24 from FFr 8.23 but slipped against the Swiss franc to SwFr 2.1950 from SwFr 2.20 and Y232.85 compared with Y233.25. On Bank of England figures, the dollar's trade weighted index fell to 128.4 from 128.9.

STERLING — Trading range against the dollar in 1983-84 is 1.6245 to 1.3955. January average 1.4980. Trade weighted index 83.I against 81.9 at noon and 81.8 to the morning and compared with 81.8 on Wednesday and 85.9 six months ago.

Sterling opened at \$1.4385 STERLING -- Trading range

against the deliar and improved steadily during the day to touch a best level of \$1.4455. It closed 2.6950, after opening 2t DM 2.6765 from DM 2.6950, after opening 2t DM 2.6825, and felling to a low of points and its best closing level ithis year. Against the D-mark it rose to DM 3.87 from DM 2.6710. Trading was thin and quiat, in the absence of any hard news, and shewing no pared with FFr 11.87. It was unchanged against the Swiss franc and Japanese yen at SwFr 3.1750 and Y336.75 respectively.

D-MARK — Trading range against the deliar in 1983-84 is 2.8425 to 2.2320. January average 2.5109. Trade-weighted index 126.6 against 125.5 six months ago.

The D-mark was generally firm

EMS EUROPEAN CURRENCY UNIT RATES

45.8750 B. 18009 2.23982 e.86856 2.52851 0.727209 1386.36 Belgian Frana ...
Danish Krone ...
German D-Merk
Francb Frana ...
Dutch Quildor ...
Iriah Punt
italion Lira 44,9008 8,14104 2,24184 6,87456 2,82595 0,72569 1403,49

Spot (C1.4480.4430 C1.4370.4380 month 0.050.09 dis 10.050.08 dis months 0.22-0.85 dis 10.23-0.25 dis months 1.00-1.10 dis 1.05-1.10 dis THE DOLLAR SPOT AND FORWARD

THE POUND SPOT AND FORWARD p.s. months p.s. — 0.62 0.22-0.276s — 0.88 — 0.57 0.20-0.30ds — 0.55 3.09 37-3½ pm 3.32 — 2.27 50-60 dis — 2.78 — 1.65 57-6° dis — 2.78 — 1.65 57-6° dis — 2.72 3.10 37-3 pm 3.33 — 2.22 0.79 - 60-1275 dis — 2.02 9.77 525-575 0is — 9.95 — 7.64 467-483-dis — 8.02 — 3.94 10½-10½-56 — 1.96 47-53-dis — 1.96 47-53-dis — 1.96 47-53-dis — 1.96 47-53-dis — 1.96 3.05 224-13% pm 3.07 5.67 47-44 pm 3.83 atth 1.05-1.15c dis, 79.10-79.20 10-20c dis -2.27 50-60 dis -14.054-14.105 11-25-01 dis 1.25-0-1.2500 0.35-0.33p dis -2.25 0.79-0.52dis 3.867-3.87 11-40f pm 132.00-132.50° 220-630c dis -2.25 0.79-0.52dis 221.00-221.20 170-190c dis -2.75 625-575 dis 11.032-11.034 32-37-ore dis -7.64 467-482 dis 11.032-11.495 12-20-00 dis -2.53 17-181 dis 11.032-11.495 12-20-00 dis -2.73 2.42-2.30 pm 3.05 223-132 pm 3. 79.10-79.20
14.09%-14.10%
1.2550-1.2580
3.86%-3.87%
192.00-192.50%
221.60-221.20
2.393%-2.395%
11.60%-11.63%
11.48%-11.48%
227.22-27.27
3.17-3.18
for convertible

OTHER CURRENCIES Note Rates

B7.10-87.40 B1.30-82.10 14.03-14.17 11.83-11.94 5.84-3.88 B372-3405 334-389 4.35-4.39 11.00-11.11 191-203 91512-230 11.43-11.56 5.1412-3.1712 144-1.46 87.74-27.77 Austria 1.0585-1.0590 Belgium 1,128-1,134 Denma 5.7500-5.7850 France 100.75-101.05 Cerman 7.7780-7.7800 Irahy 1.44.96.145.68 100.76-101.06 Cermany.
11.28-11.241s 7.7760-7.7800 Haly.
120.60* 87.95* Haly.
120.60* 97.90* 0.3515-0.2555 Portugal.
3.3670-3.3730 8.5320-9.3355 Portugal.
8.1636-2.1886 1.5115-1.5144 Shaln.
0.0740-5.0790 5.5990-3.6100 ewoden.
1.7715-1.7740 1.256-1.2270 United States
5.3095-5.3150 3.6730-3.6730 Yugoslavia.

8presd Closs
1.4370-1.4485 1.4445-1.4455
1.1485-1.1530 1.1820-1.1630
1.2457-1.2470 1.2460-1.2465
3.0155-3.0250 3.0150-3.0210
54.70-54.86 54.77-54.78
3.7000-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-9.7000
5.7500-0.62 0.22-0.27dis -2.24 0.65-0.58 pm 0.15 0.65-0.03 pm 1.74 2.00-2.90 pm 1.54 28-30 fis --0.31 par-1, dis -2.52 2.75-2.70 pm -2.54 450-850dis -0.02c pm-par 0.02c pm-par 0.98-0.89c pm 7-8c din par-1-ore tria 0.90-0.85pt pm Belgium Denmark W. Ger. W. Ger. 2,6830-2,6840 2,6755-2,6785 0,90-0,85pt pm 2,82 2,75-13.50 132,75-133.26 175-350c dia 23.54 450-850dis 153,00-153.26 153,05-153.16 110-125c dia 23.54 450-850dis 110-125c dia 1,654-1,658 1,657-1,658 91-10 fire dia 7,07 30-31
CURRENCY MOVEMENTS CURRENCY RATES Bank of Morgan England Guaranty Index Changes -8,8 +16,8 +0,9 +3.7 -11.6 -5,7 +8,5 +12.0 +4,6 -16,2 -13.0 +12.0 U.B. 8
Camplians
Austria Sch.
Belgian Fr.
Danish Kr.
D'mark
Guilder
Franch Fr.
Ven
Ven
Nerwyn Kr.
Spanish Ptal
Ewodish Kr.
O'rosk O'rosh

EXCHANGE CROSS RATES U.S. Dollar | Deusche m'k | Japanese Yen Franch Franc Swiss Franc | Outch Oulid | Italian Lira Cenada Dollar Beigisn Fran Pound String Pound Starling U.S. Dollar 76,16 54,78 0,820 1.128 12.96 B0.43 235,0 Doutschemerk Japanese Yen 1,000 11,49 1.214 9,667 French Franc 10 Swiss Franc 0.551 0,887 77.15 9.767 0,797 548,0 19,18 0.418 1830. 5095. 43,86 100, 9,276

EURO-CURRENCY INTEREST RATES (Market closing rates)

Belgian Frans Conv. Fin. italian Lira 0-mark Yen 10-10¹g 10¹g-11 11¹g-11⁵g 12-12¹g 16¹g-12⁵g 11¹g-16¹g 5-1-5-6 5-1-5-6 5-1-5-6 5-1-5-6 5-1-6 514 513 518-6 618-54 614-614 614-614 614-614 106g-111 101g-11 101g-12 107g-11: 107g-11: 111g-11: 91, 93, 94, 91, 95, 97, 91, 10, 16, 10, 10, 10, 674-6 578-6 578-6 518-814 0-618 1534-1634 15-1718 1078-1718 1718-1754 1718-1734 18-1818 9.91g 98g.95g 91g.95g 91g.91g 97g.10 10-1012 obs months.....

Asian \$ (closing rates in Singapore): Short-term 94-95 per cent; seven days 94-95 per cent; one month 91-91 per cent; three months 97-10 per cent; six months 10-104 per cent; one year 104-105 per cent; three years 114-115 per cent; three years 124-125 per cent; four years 12-124 per cent; sixe years 124-125 per cent nominal alosing rates. Short-term rates are cell for U.S. dellars and Japanese yen; two days notice.

MONEY MARKETS

UK rates very steady

moved marginally to 91-91 per cent from 91-91 per cent. Overnight money opened at 91-91 per cent and 10 per cent before finishing at 9 per cent. Early projections show that the market may be faced with a sizeable shortage today, giving rise to the possibility of an early round of assistance worth a low at left key lending rates and credit policies unchanged after yesterday's meeting of the central council. This was much in line market may be faced with a sizeable shortage today, giving rise to the possibility of an early round of assistance worth about £35m.

In Frankfurt, the Bundesbank left key lending rates and credit policies unchanged after yesterday's meeting of the central council. This was much in line market may be faced with a sizeable worth about £35m. of assistance from the Bank of

The Bank forecast a sbortage of eround £50m with factors affecting the market including meturing assistance and a take

UK clearing banks' base lending rate 9 per cent (since October 4 and 5)

up of Treasury bills together draining £220m and a rise lo the note circulation a further 115m. These were partly offset by Exchequer transactions add-ing £75m and banks balances brought forward £100m above The shortage was later revised

to around £100m and the Bank gave assistance in the morning of £54m, comprising purchases of FT LONDON

INTERBANK FIXING

LONDON INTERBANK FIXING (t1.00 a.m. February 16) ensilob .B.U edinom &

The fixing rates are the arithmetic means, counded to the nearest one-sisteenth, of the bid and offered rates for \$10m quoted by the market 10 five reference hanks at 11 s.m. such working day. The banks are Nestonal Mantenant Rank Sank of Tohan.

Interest rates were virtually unchanged in London yesterday. Three-month eligible bank bills in band 2 (15-33 days) at 9 per cent. Three-month eligible bank bills in band 4 (64-91 days) and £78m in band 4 (64-91 days) are bid at 81-312 per cent unchanged from Wednesday while three-month inter-bank money moved marginally to 91-91 per cent round of assistance worth cent from 91-91 per cent of the assistance worth a late round of assistance worth cent from 91-91 per cent from 91-91 pe a late round of assistance worth about £35m.

was underlined by a comparatively small amount borrowed through the Lombard facility. The amount outstanding on Wednesday was DM 2.8bn, little changed from Tuesday's figure of DM 2.1bn.

In Paris the Bank of France amount of the assistance will be announced on Monday. Previous operations have carried a rate of 12 per cent, the prevailing level since September last year and there appeared to be little indication that the authorities might operate et a different rate.

The amount outstanding on Wednesday was DM 2.8bn, little changed from Tuesday's figure of DM 2.1bn.

Frankfurt Zurieh | Amst'dam | Tokyo i Milan | Brussele ! Dublin Peris 5,5-e,ee 5,45-5,5e e,6 5,8 e,75-e,90 3,85-6,00 5,5 174-1918 10.3 1019-1878 1119-1154 166e 1.B 3-3% 675-616 578-0 5,90625 6,15620 e.28125 | 1634-1719 | 1154-1178 | 1214-1214 | 1154-1178 | 1214-1214 | 6/₹-2⁴⁶ 513 616 6.6% = ; = 10 57g

LONDON MONEY RATES Discount Houses Deposit and Bill Rates Elleible Sank (Sell) interbank Overnight 2 days notice... 7 days of 7 day notice ... 9 848 816 **8-10** 91a-914 914 6-3-91a 91a 834 834 936 936 936 936 9-916 9-816 9-816 e month...

MONEY RATES Local Authority Deposits NEW YORK (Lunchtime) 9.65-9.73 19.65-9.75 9.7-8.9 9.8 10.6 814.6 813.97 9.914 934-912 91g-B5g 915-B# 1011-1014 Treasury Sills
One month
Two month
Thise menth ECOD Fixed Rate Evport Finance Scheme IV Avorage Rato for interest period January 4 to February 7 1984 (inclusive): 9.493 per cent. Local authorities and finance houses seven days' notice, eithers asson days' inset. Finance Houses Bose Rates (published by the Finance Houses Association): 9's per cent from February 1 1984, London and Scattish Clearine Bank Rates is lending 9 per cent. London Deposit Rate for sums at seven days' notice 5's per cent. Trassury Sitte: Average tender rates of discount 8.850 per cent. Certificate of Tas Deposit Series 6). Deposits of £100,000 and over held under and month 9's per cent, three-sis menths 9's per cent; six-12 menths 10's per sent. Under £100,000 9's per cent from Fobruary 6. Oscours held under Series 4-5 10's per sent. The rate for all deposits withdown for cesh 9 per £401.

Little change

Prices of interest rate contracts were little changed on the Londeo International Financial Futures Exchange yesterday. Eurodollars for March delivery were fairly steady in light trade, and in the absence of major factors tended to the move nearer to cash prices as the contract gets closer to delivery. The March contract opened at 60.15 and touched a peak of 90.18, but fell to 9 low of 90.11 in the afternoon on news that U.S. heusing starts rose 192m in January, compared with market expectations of 1.75m. This added to fears that inflationary pressure will keep interest rates firm because of etroog growth in the economy. It recovered towards the close however to finish at 90.14, com-DM 1.6180. There was no evid-eoce of intervantion by the Bundesbank at the fixing or on the open market. ITALIAN LIRA — Trading range against the dellar in 1983-84 is 1,720.75 to 1,343. January average 1,706.89. Trade weighted index 48.6 against 50.5 six months index 48.6 against 50.5 six months age.

The lira gained ground against the dollar at the Milan fixing, but continued to weaken against the D-mark and Dutch guilder. The D-mark rose te a record L619.02 from L617.92, when DM 42.7m were traded at the fixing, but the Bank of Italy did not intervane. The guilder improved to a highest ever L548.08 from L547.58. Both the previous records were set on Wednesday. At the fixing the dellar fell to L1,656.25 from L1,664.75, and the Italian central bank sold \$17.95m of the \$18.9m officially traded. however to finish at 90.14, com-pared with 90.15 on Wednesday. Trading in gilt futures was also fsirly quiet, but prices were supported by the formance of the U.S. bond

Feb. 16 Prev. close THREE-MONTH EURODOLLAR

90.11 90.13 29.66 89.86 89.36 89.37 — 29.08 — 88.79 3,609 (1,882) Pravious day's open int 11,865 (11,968) THREE-MONTH STERLING DEPOSIT March 90.78 20-YEAR 12% NOTIONAL GILT E50,000 32nds of 100%

STERLING 225,000 \$ per £

DEUTSCHE MARKS DM125,000 S per DM Previous day's open int 42 SWIES FRANCS BWFr 125,000 3 per SWFr

June 0.4648 0. Sept Volume 226 (44)

Close High Low Prev 0.3746 0.3756 0.3743 0.3746 6.3783 0.3795 6.2778 0.3785 6.3819 — 0.3818 STERLING (WM) Se per E High 1,4490 1,4525 1,4535 1,4530 1,4565 Low 1,4416 1,4440 1,4486 1,4510 1,4545 INMA (CST) 6% \$100,000 32nds of 100% revious day's open Int 162 (177) APANESE YEN Y12.5m \$ per Y100

as encouraging, but failed to sustain an attempt to rally the market during the afternoon. Dealers commented thet the tap stock continues to overhang both the cash and futures markets and is tending to stiffe enthusiasm. March gits opened at 108-39, and traded within 2 range of 108-24 to 109-00, before closing et 108-28, compared with 108-31 previously.

Three-month sterling deposit futures remained neglected, but gained some support from the improvement of the pound on the foreign exchanges.

Prev 70-01 69-13 68-26 68-08 67-24 67-08 65-27 66-14

CHICAGO U.S. TREASURY BONDS (CBT)

U.S. TREASURY SILLS (IMM) \$1m points of 100% Close 198-28 106-04 107-17 107-01 106-18 CERT DEPOSIT (IMM) \$1m points of 100%

June 0.4344 0.4348 0.4344 (Sept Volume 84 (67) Previous Ony's open int 220 (240)

69-06 68-08 67-15 66-24

51m points of 100%

COMPANY NOTICE

U.S.\$200,000,000 CREDIT LYONNAIS Floating Rate Notes Due 1994

In accordance with the conditions of the notes, notice is hereby given that for the six-month period 15th February 1984 to 15th August 1984 (182 days) the notes will carry an interest rate of $10\frac{1}{16}\%$ p.a. Relevant interest payments will be as follows: Notes of U.S.\$10,000-U.S.\$521.35 per coupon THE SANWA BANK LIMITED

(LONDON BRANCH) Agent Bank

OFFICIAL NOTICE Please to advised that the following London Matel Exchange Warrants covering High Giado Cooper have been registed and should be considered null and veld.

nd veld.

Ne. 360716 — 226 Pieces — 6rand; KMG-s — 25.487 Kilos Natt.
No. 360717 — 251 Pieces — Brand: HMG-s — 25.244 Kilos Natt.
Ne. 360718 — 250 Pieces — Brand: HMG-s — 25.094 Kilos Natt.
No. 355022 — 155 Pieces — Brand: MP-ILO — 25.056 Kilos Natt.
No. 355023 — 155 Pieces — 9rand: MP-ILO — 25.056 Kilos Natt.
No. 355024 — 154 Pieces — Brand: MP-ILO — 25.048 Kilos Natt.
No. 355025 — 157 Pieces — Brand: MP-ILO — 25.046 Kilos Natt.
No. 355025 — 157 Pieces — Brand: MP-ILO — 25.024 Kilos Natt.
No. 351231 — 219 Pieces — Brand: HM — 24.983 Kilos Natt.
No. 351232 — 219 Pieces — Brand: HM — 24.983 Kilos Natt.
No. 351232 — 219 Pieces — Brand: HM — 24.983 Kilos Natt.
No. 351232 — 219 Pieces — Brand: HM — 24.987 Kilos Natt. C. STEINWEG, PO Box 1068, Willemakade 20, Rotterdam 2, Netherland

SOCIETE FINANCIERE POUR LES TELECOMMUNICATIONS US \$ 90,000,000. Floating Rate Notes 1980/1980 investorably and Unconditionally Guirarthed by & T.E.T.—
Società Finanziaria Valefonica per Azioni inform Bondholders that the a 2,000,008.— redemption instal-it due on March 10, 1984 was rely met by purchases is the ment due on March 10, 1884 was entirely met by Durchasse is the market. Amount not yet redeemed after this fourth installment \$ 32,000,000.--The Fiscal Apent. LUXEMEOURG

NOTICE TO EDO HOLDERS

NOTICE IS MEREBY SIVEN that copies of the SemiAnnual Report covering the six morshs to October
20, 1983 of the above Company me avoilable at the
officers of The Ospository. The Chane Marketten
Bank, M.A., Wesignte House, Columns Street,
London EC2P 2HD, or at Chane Marketten Back
Limenbourg S.A., 47 Boulevard Royal, Lummbourg,
or at Krafatherit S.A. Lumenbourgeries, 43
Randonard Boyal, Licenshourge.

SONATRACH
USS50,000,000 Floating Rata Sorial
Notes due 1991
NOTICE IS HEREBY CIVEN that the
Rate of Interact has been fised at
11h, and the Caupon Amount
payable August 17, 1984, against
Coupon No. 11, will be USS565,59.
By: CITIBANK, N.A., LONGON
Agont Bank February 17, 1984

NOTICE TO BONDHOLDERS NORSK HYDAO A/S 54% BONDS 1992 NOTICE IS HEREBY CIVEN that porsume to Condition 4 of the Bonds, USS2,000,000 principal amount less bern purchased by the Company is fall, subfaction of the March 1, 1944 redemption instalment.
THE CHASE MANHATTAN BANK N.A. Principal Paying Agent February 1984. **CLUBS**

EVE has putilized the others because of a policy of tair plny, and value for money. Support from 10-8-30 am. Disco and take mastrians, glamorous hostosses, extring noorshows, 169, Regent St. 01-734 0537. RAMON'S NIGHTCLISE RESTAURANT.
42. Dean Street, W1. Where rodny's Dustnessman can runia mod edgo sa exceting
vening. Various cabaret acts throughout.
Charmind and discreet dancing partners
rusilable. Open sightly 8 pm to 3 sm.
01-837 9455.

2.50 am. 2 bars, rostpurane. Docene of dencesage compasions, tantalising cabare acts. Happy Hoar 8-9 pm. If required supers 5-course timer only 1973 pins. 1973 pins. 1974 pins. 1974 pins. 1975 pins. 1974 pins.

LEGAL NOTICES

IN THE SUPREME COURT OF BERMUOA CIVIL JURISOICTION 1983: No. 74 IN THE MATTER OF

JAX INSURANCE COMPANY LIMITED ANO IN THE MATTER OF THE COMPANIES (WINDING UP) ACT, 1977

NOTICE TO CREDITORS
OF FIRST MEETING

NOTICE 15 HEREBY GIVEN that a Meeting of the Creditors of the above-named Company will be held at The Chartened Insurance Institute. 20, Aldermanbury, London, EC2 on Thursday, March 15, 1984 at 11.00 a.m. for the purpose of determining whether or the Supreme Court of Bermude for the Supreme Court of Bermude for sopointing a Liquidator in the place of the Joint Previsional Liquidators.

A VERRENA DAMIELS A. VERBENA OANIELS, Official Receiver,

Joint Provisional Liquidators, CHARLES W. KEMPE, JR.,

WORLD VALUE OF THE DOLLAR

Bank of America NT & SA, Economics Department, London

The table below gives the rates of exchange for the U.B. deller egainst various currencies as of Wadnosday, February 15 1984. The Exchange rates a besin lar, porticular transactions. Itsiss are indicative. They are not bessed on, and are not intended to be used as besin lar, porticular transactions.

Bank of America NT and SA does not undertake to trade in ell listed behave, unless etherwise indicated, All correncies are quested in lerising currencies, and neither Bank of America NT and SA ner the Financial Times assume responsibility for errors.

VALUE OF DOLLAR CURRENCY COUNTRY CURRENCY COUNTRY CURRENCY COUNTRY Sol Paso N.Z. Dollar Zioty IO) Escudo U.S. \$ Afghani (0) Lek 50,50 7,0439 4,6188 8,5135 163,96 Alghanistan -E. Carlbbean 2 Quetza! Peso (2) Sylf Dollar (9) 134,676 1.00 Anderra ... Riyal 3.641 e.00 9.00 7.79 46,479 Gourde Lempira Dollar Ferint (4) 8,3155 4,47 98,0974 Romania...... Len (0) Caribbean
Ponnd*
....E. Caribbean
Fr Franc
....E. Caribbean
....Tala*
U.S. 5
t. Urr 2.70 1.434 e.7e 8.3150 2.70 1.00 1665.00 e9.49 9.8837 e94.00 66.1549 0.3109 1.1453 1e8.743 1665.00 413.773 Bellar Olagr Krone Rupee (5) Rupiah Rial (0) St. Christopher... .. Ofner .. 3p. Peseta .. Taka .. Taka .. Dollar .. Frans (F) .. Dellar .. Dellar .. D.A. Frans rish Rep Lira C.F.A. France San Marino..... Sao 1eme & Principe IIR.... Saudi Arabia.... Senegal....... Seyaholiss...... Sienegal...... 43,917e 3,81 Dollar ind. Rupee Jamaica ... e00,00 1,1551 1115,00 2,1298 0,9995 7,773 117,189 13.75e7 1.0864 0.94 7e8,90 0.2932 35.00 e.08 1.2346 Burme ... Burme ... 415.770 1,846 153.95 90.00 0,965 415.776 415.775 88.18 2,055 92.00 415.773 416.773 43.40 C.F.A. Franc Lao Pois C. Rep. Lebanon..... Camereun Rp. 133.95 Costa Rise

Costa Rise

Congress Rise

Congress Rise

Congress Rise

Costa Ris Dollar Bp. Peseta Escucio Surinam Swaziland Sweden Switzerland , 9 0873 201,508 134,373 1,5541 2,5374 2,96 7,05 9,51,63 8,23,99 9,3133 57,03 19,1647 167,73 146,93 8,5166 9,3155 3,336e 8,76 7,73 40.18 12.40 98.975 419.775 1.0664 9,409 0.7577 512.770 1.00 1.0664 Ringgit Ruflyaa (O) Ruflyaa (M) Shilling Baht G.F.A. Franc Mail Rp Matta..... Tunisia Turkey Turks & Colcos Tuvalu Frans Ougulya Peso Buore (0) Sucreif) Pound*(0) Pound* 244.10 9e7.60 e.8727 1.454 413.775 46.75 6.7946 101.431 565.00 5,13 9,83 12,89 9,9187 1.00 . Shiffing (1st) Bhilling (2nd) . Dirhem . Pound Sterling: . C.F.A. Frans Equador..... Miguelon Uganda United Arab Emir... Utd. Kingdom Upper Volta Egypt El Salvader..... Eg'ti Culnea... 1,2346 1,0654 13,76 5,0405 1,80 1,5193 8.82 1,454 1,0411 5.789 9,3133 Dan Krene Pound* Dollar Markka Faerco is'd...... Faiklano is'd.... 0,00 0,3425 185,677 Oman Sultanate et Rial 6.3455 Mark Cedi Pound* 13.5878 1.00 0.8664 160.00 .. Zaire Kweche Hiar Pakistan. Rupee Balboa

n.a. Not sveilable. (m) Market rate. ** U.S. dollars per National Currency unit. (c) Official rate. (c) Commercial rate. (f) Financial rate. (1) Negation of 3.5 per cent. January 11 1984. (2) Guines-Bissau: Devaluation of 50 per cent. Occember 28 1983. (3) Indie: Per 100 Rupeas. (4) Hungery: February 7, devalued by 2.31 cer cent. (5) Venezuels: These tier system has developed. This rate is for all escential imperts. (6) Venezuels: Nen essential import rate. (7) Venezuels: Floating rate for tourists. (8) Breall: Third adjustment this year, affective Jenuary 18. (9) Guyana: January 11, 20 per sent For luther information please contact your local branch of the Bank of America.

Kine Guarani (c)

シェ

28,804 1,6064 1,1205

INTERNATIONAL CAPITAL MARKETS

Hammerson Canada Inc.

a wholly-owned subsidiary of

The Hammerson Property Investment and **Development Corporation plc**

has completed its tender offer for all outstanding common shares of

Mascan Corporation

As a result, Hammerson Canada Inc. now owns over 99% of the common shares of Mascan Corporation and intends to acquire the remaining shares through the provisions of the Ontario Business Corporations Act.

The undersigned initiated this transaction, acted as Canadian financial advisor to Hammerson and as dealer-manager of the tender offer.

Wood Gundy Limited

Offices in principal cities

February 1984

EUROBONDS

Gulf and Western launches \$100m bond

issue price.

BY MARY ANN SIEGHART IN LONDON

U.S. diversified industrial company, is raising \$100m through e five-year Eurodollar bond led by Kidder Pea-body and UBS Securities.

The bond is non-calleble and pays 12% per cent coupon at par. Tho ds witt be used for refinancing. The company's two outstanding Eurodollar issues both mature this

Despite the company's credit reting - which is only BBB-ptus and the lack of activity in the fixed-rate dollar market, the bond was reasonably well received. It traded at a discount of about 1% per cent, just outside its 1% per cent selling con-

The only other new dollar issue of the dey came from OKOBank, Fig. tand's central co-operative bank. It is offering \$50m worth of eight-year loating rate notes, paying % per

GULF and Western Industries, the cent over the mean of the six-month London interpank bid and offered rates at par.

The issue, led by Manufacturers Hanover with London end Cont!nentel Bankers, has the novel fcature of heving its coupon set four times e year rather than twice. That might be attractive if investors expecied rates to rise.

However, the FRN market has \$2bn worth of issues from last week to eosorb end the bond was given only a tukewarm reception. The small size of issue and issuer were said to count against it and it traded et a discount of around its 0.48 per cent total fees. In West Germany, Sterling Drug

has issued its DM 250m. to-year bond with e Ti per cent coupon at par. Led by Commerzbenk, the bond traded et a discount of eround I'm points, within its 1'- poiots selling concession.

WEEKLY U.S. BOND YIELDS (%)

dustry's bond, which has been in public bond has an indicated 24 per creased from DM 200m to DM 300m, has been-given e 3% per cent coupon at par by lead manager Deutsche Bank. Despite the increase, the bond was still trading vesterdey at a small premium to its

The European Investment Bank has also had a favourable response to its Ecu issue, allowing it to be increased from Ecu 75m to ECU

British Land's minimum SwFr

following are closing prices for February 16.

O.S. BOULAG
STRABENTS
Asstraia Courn 11 1/4 90
Asstraia Courn 11 1/2 90
Asstraia Courn 11 1/2 93
Back of Yolyn 11 1/2 90
Beneficial 075 Fin 12 81
Britis Fin 11 1/4 90
Canada 197/8 93
C.C.C.E. 12 1/2 93
C.C.C.E. 12 1/2 93
C.C.C.E. 12 1/4 98
Den Sorsk Crost 11 1/4 98
DEN ED C. 11 1/4 91 WW
DEN C. 12 1/4

100m bond, led by Soditic and Banque Gutzwiller, Kurz, Bungen er, has been given e coupon of 8% per cent as indicated, but with a price of 99%. The life, however, bas been extended from 10 to 12 years. Nippon Oit is raising SwFr 200m through a private placement and a public issue, both for SwFr 100m

Meanwhile, Mitsubishi Heavy In- and priced at par. The eight-year cent coupon, and the five-year private placement, 2 per cent. Credit Suisse is leading the deal.

> A weaker U.S. dollar pushed prices up by "i point in both Swiss and German secondary markets. The dollar sector, though, closed unchanged in quiet trading.

• After the exodus of Mr David

Craig's team from Morgan Gusranty in London, two new appointments have been made. Mr Robert Gray will reptace Mr Len Gayler as head of new issues and syndications and Mr Jim Fuschetti will return from New York to fitt Mr Gray's former position as head of loan syndications. Mr Willy Breitschmid, meanwhile, has resigned as head trader at Ross and Partners "in order to pursue his

own personal business interests."

FT INTERNATIONAL BOND SERVICE

The list shows the 200 tatest international bond issues for which an adequate secondary market exists. The

Unit trust sales hit record

By Clive Wolman in London SALES of unit trusts in Britain reached a new record in January, pushing up the value of funds under management to £12.549hn

(\$17.8hn), also a record.

Figures published yesterday by
the Unit Trust Association show that total sales of unit trusts in January were £327m, compared with the previous record figure of £250.6m in November. After allowing for repurchases, the net £210.3m.

Three new funds were launched in January, a gilt fund, a fund investing in low risk and highly liquid securities and a Japanese smaller companies Japanese smaller companies fund, boosting the total number of unit trusts authorised in the

es across Canada and in New York, Florida,		Feb 15	Feb 6	1983 High	10.78 10.78 10.16 9.83 9.21 8.72 10.51 10.72 10.35
Paris, Tokyo and Hong Kong	Composite Corp. AA Government:	12.24	12.21	12.83	10.78
	Long-term	11,73	11.62	11.93	
1	Intermediate	11.55	11.41	12.03	
	Short-term	10.82	10.73	11.26	
	Municipal	P.58	958	18.01	8.72
	Industrials AAA	11.28	11.83	12.36	10.51
	Industrials AA	12.02	12.03	12.62	10.72
	Utilities AA	12.47	12.40	13.05	
	Preferred Stocks	11.12	11.25	11.47	
	Source Standard & Poor's				

Joint announcement by

Liberty Life Association of Africa Limited

("Liberty Life") (Incorporated in the Republic of South Africa)

Liberty Holdings Limited

(Incorporated in the Republic of South Africa)



Rights offer of 3 043 266 new ordinary shares of R1 each in Liberty Life at a price of R50,00 per share

On 3 February 1984 shareholders were advised of Liberty Life's Intention to raise approximately R120 million by way of a rights offer of ordinary shares to the holders of its ordinary and convertible redeemable cumulative preference shares.

The board of directors of Liberty Life now announces that the rights offer will be undertaken on the basis of 25 new ordinary shares of R1 each for every 100 ordinary or convertible preference shares held at the close of business on Friday, 2 March 1984. The new ordinary shares will be issued at a price of R50,00 per share to raise R152,2 mittion of additional capital. Liberty Life considers the increase of approximately 25% in the amount of capital being raised to be justified in view of the objectives of the issue and the excellent response to the proposed rights offer from institutional invostors with whom Liberty Holdings has agreed to place a major portion of its entitlement being approximately 2 million new ordinary shares. This follows upon Liberty Holdings' announced Intention to place a portion of such entitlement at a price of not less than the issue price of R50,00 per shara with selected institutional investors both in South Africa and in the United Kingdom with a view to broadening Liberty Life's institutional connections and shareholder spread. The balance of Liberty Holdings' entitlement will be taken up by it out of its own resources and the placing will therefore obviate the necessity of Liberty Holdings raising additional capital to follow its full rights entitlement.

The new ordinery shares being offered to Liberty Life's ordinary and convertible proference sharoholders (other than Liberty Holdings) have been jointly underwritten by Liberty Holdings and Standard Merchant Bank Limited.

After taking into account the aforementioned placing and assuming full conversion of the convertible preference shares of Liberty Life in issue (but before taking up any underwriting commitment which might arise), Liberty Holdings will own approximately 65% of the issued ordinary share capitel of Liberty Life compared to an effective equity interest prior to the proposed rights, offer of approximately 78% computed on the

The boards of directors of both Liberty Life and Liberty Heldings are firmly of the opinion that the increased public participation in Liberty Life to a level of approximately 35%, and particularly the involvement of a broad spectrum of South African and United Kingdom Institutional investors is more appropriate to the status of Liberty Life as a listed company on The Johannesburg Stock Exchange and The Stock Exchange, London and will result in enhanced merketability in Liberty Life's sheres and other significant advantages to the Liberty Life Group in the future. It is anticipated that in the light of investment opportunities currently available, the investment of the proceeds of the rights offer will have a beneficial effect on the earnings per share of both Liberty Life and Liberty Holdings.

The detailed terms of the rights offer and other information relevant therete are set out below:

For ordinary and convortiblo redeemable cumulative preference shares held in Liberty Lifo:

100 7,5% fixed rate convertible redeemable cumulative preference shares ~ Series A; or 100 Varieble rate convertible redeemable cumulative preference shares ~ Series B; or 100 7,5% fixed rate convertible redeemable cumulative preference shares ~ Series C; or 100 7,5% fixed rate convertible redeemable cumulative preference shares ~ Series D.

For purposes of the rights offer each of the eforemontioned convertible preference shares will be regarded es being equivalent to one ordinary

2.2 Price per enu ordinary share

Number of new ordinary shares to be offered in Liberty Life 3 043 266 new ordinary shares of R1 each.

2.4 Amount to be raised by Liberty Life R152 163 300.

2.5 Rights allaching in the new ordinary shares

The 3 043 266 new ordinary shares to be issued by Liberty Life in terms of the rights offer will not participate in the finet ordinary dividend for the year ended 31 December 1983 to be declared on or before 23 February 1984 to ordinary shareholders registered as such at the close of business on Friday. 2 March 1984. The new ordinary shares will in all other rosports rank pari passu with the existing issued ordinary shares in Liberty Lile. The hrs1 dividend to which the holdere of the new ordinary shares will be entitled is the interim dividend in respect of the year ending 31 December 1984 which is 10 be declered in August 1984 end paid during October 1984.

3. PROSPECTIVE DIVIDENO YIELD FOR 1984

The board of directors of Liberty Life anticipates that, based on past trends and subject to no unforeseen circumstances arising, the prospective dividend yield for the year ending 31 December 1984 on the issue price of 850,00 per new ordinary shere will be of the order of 5%.

Applications will be made to the Committee of The Johannesburg Stock Exchange ("JSE") for listings of the renounceable (nil paid) letters of ellocation and tor the new ordinary shares and to the Council, The Stock Exchange, London ("LSE") for listings of the new ordinary shares (nil paid) and the new ordinary shares (tully paid).

Subject to the granting of the respective listings of tha JSE and LSE the rights offer circular to which will be attached a letter of allocation is to be posted to ordinary end convertible preference shareholders of Liberty Life on 8 March 1984.

Ordinary end convertible preferance shareholders are reminded that the record date to determine those ordinary and convertible preference shareholders who will be entitled to participate in the rights offer is Friday, 2 March 1984, which is else the record date for the purpose of determining those ordinary shareholders who are entitled to recalve the final ordinary dividend in respect of the 1983 financial year.

6. PRELIMINARY RESULTS OF LIBERTY LIFE AND DECLARATION OF FINAL ORDINARY DIVIDEND FOR THE YEAR ENDED 31 DECEMBER 1983
The pretiminary results of Liberty Life and the final ordinary dividend to be declared for the year ended 31 December 1983 will be published in the

7. PRELIMINARY BESULTS OF LIBERTY HOLDINGS AND DECLARATION OF FINAL OBDINARY DIVIDEND FOR THE YEAR ENDED 31 DECEMBER 1983 In order to co-ordinate the release of the preliminary results and the declaration of the final ordinary dividend of Liberty Holdings in respect of the financial year ended 31 December 1983 with that of its subsidiary, Libarty Lito, tho preliminary results of Liberty Holdings and the declaration of the kinet ordinary dividend for the year ended 31 December 1983 will be published in the press on or before 24 February 1984. Accordingly, ordinary shareholders of Liberty Holdings who will be antitled to receive such dividend will be those ordinary shareholders registered at the close

of business on Friday, 2 March 1984. Liberty Life Association of Africa Limited.

Liberty Holdings Limited

Besald Gerder

Johannesburg 15 February 1984

CSFB group profits up 26%

FINANCIERE CSFB, the financial services group jointly owned by Credit Suisse and First Bos-ton, has announced a 26 per cent rise in earnings for 1983 to SwFr 116.2m (\$52.8m).

The groop includes the London-based merchant bank, Credit Suisse First Boston; White Weld Securities, which trades Enrobotos; and Clariden Bank

in Zurich and Geneva.
Consolidated revenues rose from SwFr 193.2m in 1982 to SwFr 234.3m last year and consolidated equity is up 22 per cent to SwFr 376.7m. The dividend rises from SwFr 80 to SwFr 100 per share.

A breakdown of revenues by activity shows that about threequarters comes from capital raising and trading - that is, the management, underwriting and trading of Eurobonds.

Despite the fact that CSFB was involved in the management of a slightly smaller number of Eurobonds last year than the year before, revenue from capital raising was up by 45 per cent to SwFr particularly profitable areas last year, floating rate notes and equity-linked issues.

Commenting on the results, Mr John Hennessy, president and group chief executive, said, "It has been a very successful year both in terms of management league tables and the bot-

BHF	Bank bond at	verage
Feb 16 99.261		Previous 99.031
High 102.017	1983-84	97.699

New directors at Getty Oil

MR ELVIS MASON, who resigned as chairman of InterFirst, the Texas banking group which lost \$172m in 1983, has been appointed to the board of Getty Oil. He is one of four outside directors who have been appointed to the Getty board following the Texaco takeover. He is joined by retired U.S. Navy Admiral, Thomas Moorer, Mr Robert Roosa of Brown Brothers Harriman, and Mr Thomas Vanderslice, a president of Texaco, and Mr William Weitzel, the group's general counsel, to the board. Six Getty directors remain on the board.

	Mippan Tela 113/2 90	100	38.4			+51-77	11.3
	Nova Scotia Pro 113/4 81	100	96 W	9744	+81/4	+8%	12.3
			9314		+8Va		11.6
	Ontano Hydro 101/4 90	250					
	Datario Hydro 11% 90	200		186%			11.6
	Pacific Gas & Bec 12 91	75		18134			11.5
	P.K. Banken 12 90 WW	75		98	-844		12,4
	Productal 10% 93 WW	1501	951/2	96	±83/s	-81/4	10.8
	Prudential 101/s 93 XW	150	904		+BVa		11.7
	Linguita In. 1 32 Val.				+03/4		11.7
	Ourbet Hydro 1117 92	100t					
	Buebec Province 1244 84 man	150	28%		+81/4		12.4
	Royal Bk of Can, 111/2 89	100		985%	+ 81/6		11,90
	Regal & Ind Bk 1291	50	97%	3874	+8%	-87/4	12.4
	Sears O/S Fm 111/2 88	125	101%	18134	0	8	11.0
	Seart 0/S Fin 11% 91	150	384		ō	+844	11.8
	Sept Ord Int 1174 St mann		98%		+0%		11.8
	Sears O/S Fin 11% 93	. 150					
	SEK 1142 89	100	374		0	e	12.0
	Sorantomo Fin 107/4 90	100	94***		9	+87/4	12,05
1	Texaco Capital 1047 93	200	941/4	95	0	0	11.4
-	1okai Asia Ltd 12 V4 B1	100	186	1061/2	+8%	+974	12.18
	World Bank 11 Ve 88	100	981/2	59	0	-83/4	11.5
1	What book 1178 Od		96 %			+OVe	11.87
1	World Benk 11 V4 90	200					
1	World Bank 111/2 90	150	971/2		8	-8-4	11.5
	World Bank 12 93	200	100	1001/2	8	-01/8	11.92
	Av. price chan	9851 (B)	day +V	E. 00 TE	rok B		
1					-		
	DEUTSCHE MARK				Then	94 SH	
	STRAIGHTS		d Sid	Offer			wt
		13340				Alimpir.	Yek
İ	Affied Chemical 71/2 94	125	98%			+01/2	7.61
	Amca Int'l 844 91	100		100%		+144	8.22
	A.N.A.B. BV2 91	150	100	1061/2		-0%	8.44
	Arab Banking Corp 0 88	100	87%	983/8	+ 07/e	+OVe	8.52
1	Asian Dev Bk 81/2 83	200	19874	101V4	+OVe	+01/2	8.33
1	Barcleys D/9 8 Vs 98	250		18274	-EV4		7.87
1	Benting Conda 77 01			10314	-E14	+81/4	7.31
ı	Beatrice Foods 744 93	130					
1	E.E.C. B 92	200	1001/4		+Bira		7.87
ı	E.I.D. 081	250		199%	+ B1/a		7.92
ı	£1.8. 6 93	200		1867/4	+81/2	+834	7.91
1	Europarat BVa 93	150	18876	1981/4	+81/2	+874	0.18
1	Finland Rep 8 90	150	1887/2	101%	-BV4	HIV2	7.74
ı	IADB 84 93	150		188Vz		0	8.26
ı	1,4.0.0 094 23			1021/8	+01/8	+074	7.98
ı	or Standard Ele 72/a 90	100					
ı	let Standard Ele 73/4 93	100		102 V4	8	+81/5	7.44
1	Ireland 85/a 91	150		101Ve	+8Va		8.45
1	L.T.C.B. 0 90	100	181	181 1/2	0	0	7.73
ł	Megal Fig 8 4 94	150	5874	991/4	+0***	+1	0.48
1	O K.B. 71/2 88	100	991/2	99%		187a	7.55
1	Reynolds O/9 Fife 7-Vs 94	125		1004	+BVa		7.50
1	Cal Africa Day Play 748 34			1017	+01/8		8.20
1	Sth Africa Rep 842 91	200					
1	S.M.C.F. 81a 93	100		100%		+EVn	9.01
ı	VEBA Int Fm 4 83 WW	388		1305/z	+21/2		8.79
ı	VEBA Int Fig 4 93 XW	300	77%		-87e	-81/8	7.22
1	World Bank 7% 89	300	181 Va	10174	+03/2	- 05te	7.52
1	World Back 6 93	300		1803/k	- OVa		7.97
1						1072	• • • • • • • • • • • • • • • • • • • •
ı	Av. price change	s: 90 G	+ 74,	-	+42		
1	CHOCK TRANS				-		
į	SWISS FRANC	_			Chang		
1	STRAIGHTS	55000		Offer	day	reck.	Yield
	Bank of Takyo B 81	100	182	18244	-81/2	0	8.64
Į	Denmark 53/a 91	100		18374	+024		5.83
ļ	FFC B B3	100	10114		+876		8.80
1	E.E.C. 8 03 Elec Power Dev 55/a 93	100	190%		+81/4		5.58
1	COL UNIX UTF 3-78 33						
- 1	Commenced Older has		1867/-		. 64/		
	Europérat 9 % 93	190	18674		+91/4	-87/2	5.98

0 V 0 714 00	100	991/2	99%	+FI14	187a	7.65
O K.B. 71/2 88 Reynolds O/9 File 71/s 94			1904		+67/2	7.50
THEY ARE SEE THE 148 34	125		1017		+074	
Sth Africa Rep 842 91	200					8.20
S.M.C.F. 81s 93	100		180%		+6Yn	9.08
VEBA Int Fin 4 83 WW	388		130%	+21/8		8.79
VEBA Int Fig 4 93 XW	300	77%			-81/s	7.22
World Bank 7% 89	300		10174	÷0 3/ s	-845	7.52
World Back 6 93	300	9976	180%	- 0Vs	+61/2	7.97
Av. price change	65: DQ /	day + Ve	OE WES	+1/2		
SWISS FRANC				Char	Qe 48	
STRAIGHTS	Issue	d Bid	Offer		THE REAL PROPERTY.	Yield
Bank of Takyo B 81	100	182	182Va	-81/2	0	8.64
Denmark 53/a 91	100	183	183V4		+81/1	5.83
E.E.C. 8 03	100		1011/2		+814	8.80
Elec Power Dev 55/s 93	100		100%		-01/2	5.58
Europerat 91/a 93	190		101 V4	+814		5.98
Ind Fund Fin 8 Va 91	40	101	191%	+01/4	9	8.85
Int-Am Dev Bk 6 93	100		1801/2	+014		
Ineland 01/2 93			1021/4		-8%	8.94
Japan Dev Bk 5% 93	28	18134		-014		0.11
Jap Highway Peb 5%s 91	100	101V4			-014	5.61
Kansai Ele Power 8 91	100	18234		Ŏ	+0%	5.33
Manitoba Prov 51-2 93	100	101%		2.	+84/2	5.51
Markova Plan Tari See Se	190			-9%		5.28
Mont Blanc Tuel 67s 93	.35	1821/2		0	-03/3	e. s o
Mount Isa Finance 8 93	100		19234	-014		5.63
Mtg Bl. Demmerk BYs B1	80	18134		-61/5	-8V2	5.93
New Brunswick 544 93	100		1821/4	0	+81/4	5.4Z
Nippon Tol 1 Tel 5-1/4 93	100	162V4			-97/4	5.38
Misshim Steel B V4 B1	100	101*		+81/4		5.82
Osterr Post BV4 91	100	18344		-014	-814	5.55
Quebac Province 55/s 83	100	10074		+81/4		5.50
Shikatu Elec Power 8 91	100	102	1021/2	-1	+07/1	8.63
Soc Lux Cent 5% 93	100	8834			+024	8.76
Sumitoes Heavy Ind 8 91	103		1011/4	-874		5.77
Tokya Elec Power 5% 81	100		10334	+81/2	+872	5.28
Trizac Carp 8% 93	100	101	ta14	•	+8¥4	5.96
Au. price cha	oges: c	e day 8,	24 Wed	Ł O		
				Chee	E 00	
YEM STRAIGHTS	STREET	Sid	Offer	day	YTERK	Yield
America ISA CO		1076	18034	•		-

			Chen	30	
nodez: ot	a day 8.	eq wee			
				+8V4	5.96
					5.28
100					5.77
100	8834	186		+024	8.76
100	102	1021/2	-1	+01/1	8.63
100	10074	101	+81/4	-8¥4	5.50
100	183Ye	1631/2	-014		5.55
100	10174	182	+814		5.82
					5.38
					5.47
					5.93
					5.63
					e.so
					5.28
					5.38 5.51
					5.61
					0.11
					8.54
					8.85
					5.98
					5.58
					8.80
					5.43
					8.64
					Yield
			Char	QC 00	
ES: 00 E	24 + A	, OE WES	+1/2		
				+61/2	7.97
					7.52
					7.22
					8.79
					9.08
					8.20
125					7.50
	2000 1000 3088 3000 3000 3000 3000 1000 1	200 1014a 100 98% 388 129% 300 77% 300 1514a 300 1514a 300 1514a 300 1514b 300 1514b 300 1514b 300 1514b 300 1514b 300 1614a 100 1614a	200 101% 101% 101% 100% 100 97% 180% 180% 180% 180% 180% 180% 180% 180	200 1014c 1017c + 014 100 98% 180% 29% 180% 388 129% 180% - 24% 300 77% 78% - 28% 300 181% 101% 101% - 03% 300 181% 101% 101% - 03% 300 181% 101% 101% - 03% 300 182 102% - 94% 100 162 102% - 94% 100 183 183% + 40% 100 101% 101% - 104% 100 1843 185% 101% - 104% 100 1843 185% 101% - 104% 100 187% 1017c - 04% 100 181% 101% - 04% 100 101% 101% - 04% 100 102% 102% - 24% 100 101% 101% - 04% 100 102% 102% - 04% 100 103% 103% 103% - 04% 100 103% 103% 103% - 04%	200 101-46 101-76 + 01-76 + 01-76 100 100 0976 180-76 3 + 191-6 388 12976 130-76 3 + 21-76 300 77-76 7874 - 1976 200 77-76 7874 - 1976 100 77-76 7874 - 1976 100 77-76 7874 - 1976 100 77-76 7

	E.I.B 84 82	15	10334	104Va		+BVe	7.55
elo	Int Am Dev Bk 72 a 93			183%		+01/4	7.48
.19	Hew Zealand 75/1 89	i 5		18414		-814	8.73
.88	World Bank 75/e 93			18374		4 (TVa	7.20
.92	. Av. price chap		day 8,	ON WHEE	k - Var	•	
.11							
.67						go eq.	
.87	OTHEO STRAIGHTS	hand	Bed	Offer	day	vreck	Yield
.20	British Col Hyd 12 83 CS	125	574			-63/4	12.37
.53 .35	Brat Cal Tel 1214 99 CS	78	99 38	9943		-81/s -81/s	12.35 12.46
.03	ELC. 124 91 CS	80† 351	97%			0	12.01
.E8	Labitary 121/2 90 CS	501	2814				12.34
.53	Royal Testen 125/s 88 CS	501		10134			12.15
.73	World Bank 12 vs 90 CS	751		180 7		-876	12.87
32	CLE Baneaure 11 90 ECU	37	991/4			+QVe	11.05
95	SDR France 115/4 95 ECU	20		102%		• е	11.34
78	Algemene Bank 8% 88 Ft	150		183V4		+8%	7.91
41	Amro Bank 8-44 88 Fl	- 100		18314			7.88
.01	Bank Mees & Hope B 88 Fl	75		102%			9.87
.01	Ned Maddenstandbk 9 88 Fl	188		162%		0.	8.23
.09	Rabobank 9 88 FT	108		10374			2.08
25	World Bank 9 88 R	100	1031/4	16274	+834	+874	7.96
46 40	O.K B. 14 88 FF	400		183 %		-01/4	12.73 13.04
27	Solvay & Ge 147 88 FF	200 50		100%		+014	
88	8 F.CE 111/2 88 €	35		1054		+0 /*	10.49
57	CEPME 11 V4 95 £	25	1011/2		+814	+014	0.43
73	Commerchank 11 1/2 90 £	25	881/4	38 Va		+676	11.59
70	EEC 114: 94 f	50	98%	911/4	+81/4	0%	11.57
.00	E.E.C. 1174 93 E	50	181	1011/2		. 8	11.63
63	Fin For ted 101/2 90 £	20	95	951/2	0	-01/0	11.58
88	Finland Rep 11% 88 £	50		182%	. 8	+01/4	11,18
\$ 1	Gen Elec Co 1242 88 £	501	161	10174		+014	12,12
79	LI I, 10º4 93 £	25	95%		0	-044	11.58
.01	LI,I. 111/2 91 WW £	501		101Va	0	8	11.33
57	tot Stand Ele 111/e 89 £	50	9814	3574	+01/4	+01/8	11.53
.19 34	Narsk Hydra 12 90 €	30		103% 58%	0 +01/2	9	11.22
35	Sweden 1114 93 £	50	981/4		-014	10%	11,49 11,28
69	Swed Exp Cred 114 88 £ World Bank 114 88 £	30 100		100Ve	0	.6.	11.16
69	Eurobeas 10 91 Locat	690		221/4	-81/4	-0%	18.15
56	Europarat 1844 93 Lander	600		108Ve	-01/6		18.20
48 '	tropant 1017,00 bbat min	court		.,			-
84	FLOATING BATE						
79	MOTES	Spread	Bed	Office	C.dete	C.com	C.vM
74	Affied Irish Bk S1/4 95	8Va	881/2	2834		10.31	18.40
45	Banco di Rome 5 Va 90	0 V4		188Vs	7/4	181/2	10.50
96	Belgian & 2004	0%	3814	991/2	8/7	1P.31	10.38
42	TOR OF NEW YK 374 GU \$	01/4	2814	235.5		10.05	10.13
06	Credit Foncies 544 83	4.14	1681/6		8/4	18	9.98
87	Credit Lyonnais 5¼ 96	0%	3974	391/2	18/7		18.25
28	Denmark 51/4 90	3/14		1884	13/4	19	10.00
05 nc	Die Erste Der 5 va 92	ey.	9974	9976	27/7	10Ys	10.28
05 40	Dresdner Fig 5V4 93 XW 5	01/4	3344	9876	19/4 28/6	8.94	7.94
18	EAB Fig 8 93 \$	OV4	18874		5/7	10.69 10%	19.71 19.35
58	E.C. 5 88	074	9854	907		16.81	10.55
87	For Interstate 524 95 5	0%	397/2		6/3	9.84	3.89

Grindley's Euro 5V4 94	01/4		100%	1/4	184	10,25	
GZB 5V4 90	074	3304	937	29/5	10.18	16.21	
Hispano 514 95	DV4	95 Vz	2874	29/4	10	18.14	
Kansallis Osake 51/4 92	01/k	395/4	9978	1/a	1814	10.15	
Nat Bk Casada 514 91 51	0 Vet	981/4	3574	8/7	10.44	19.52	
Osober Hydra 51/4 94	OV	8354	9974		18Ya	18,15	
Saitung Int 5Ve 93	01/4	9974	100		18.19	10.20	
Sumitoreo 544 94 min.	014	991/2	9974		101/4	19.16	
Sweden 5V4 2003 5	01%	9974	108		10.15		
Av. price char		day O.	on vroai				
CONVERTIBLE	Come	Corw.			Chq.		
BONDS	dete	DECK	Hilet	Offer	day	Prom	
88C Brown Soveri 41/4 95	2/941		101	102	+01/2	-6.10	
Bridgestone Ten 51/2 98	3/82		120	121%			
Cango 7 97		688.2		230	+174	9.45	
Daiwa Sec Co 51/2 98	18/83+		18217		0.45		
Fanue 33/4 98	1784		119%				
Haachi Cebia 544 96	2/82		11634				
Honda Motor 81/4 98	B/83		1184				
Honda Motor 51/2 97	3/83		133%				
Koniskiroku Photo 4 88	10/83		103	184	+8Ve	2.53	
Kyoma Hakko 844 97	2/83		114%			9.38	
Minetes Co Ltd. 51/2 98	8/83	657	109%	110%	8	-0.35	
Missubashi Becaric 51/4 98	0/83		195	105	ō	3.85	
Mitsubish Heavy 474 93	1/84		27%		+13%	2.81	
Morate 31/2 99	2/84		119%			8.54	
Nippon Oil Co 51/2 38	4/B3		1891/2			4.44	
Bisson Motor 5% SB	4/83		1027			0.84	
Olympus Optical 6% 97	72/87		105%			0.52	
Orient Leasing 51/4 98	e/83		1041/4			4.83	
Secom 5 88	11/83		158%			8.47	
Yamaichi Sec Co 5 00	8/83	449.5		101%		-2.51	
Yamunouchi Pharm'cal 4 90	10/83	1888			-81/4	27.54	
Bridge Oil 474 93 SF	3/84		1987				
Nippon Airway 244 84 SF	2/94	354	97%	GR1	-01/-	2.04	
Toshiba 234 94 5F	1704	391	1877	10974		E 60	

1 Only one market maker supplied a price.

\$ 4224 (\$ 5).

pating Rete Hetes: Denominated in Hollars unless otherwise indicated. C pure shown is invitation. C data - Date next couper becomes effective. Spin - Margin above us-worth offered rate [17] three month. S above mean is for U.S. dollars. C.com. - content couper, Co. yill - current yald.

severtible bonds: Desquetosted as dollars unless etherwise tradicated. Chig day
— Change on day, Day date — First date for conversion into shares Cov. price
— Somenal amount of bond per share supressed as currency of share as conversion rate fixed as issue. Press — Percentage previous of the current effective price of acquiring shares we the band over the most recent puce of the

ncial Times Lad., 1894. Reproduction in whole or in part in any form ad wethout western consent. Data amplied by DAYASTREAM inter-

OVER-THE-COUNTER - Nasdaq National Market

	(Hinds)	Control Color Com 1787 CAM	Stock Sales High Law Last	. Gas
Continued from Page 32 Tetor 0.01e 25 10 92 94 -4 Tody 10 65 65 65 +1 Tem0 6 25 124 12 12 Testar 120 54 55 54 +4 Testar 1 706 24 23 234	(Rinds) Ultray 5 056 176 13½ 13½ 13½ + Llogran 97 13½ 13½ 13½ + Llogran 97 13½ 15 15 -½ LloPhats 90 128 19 18½ 18½ -½ LMCm s 10 15 20½ 20 20 -½ LMCclob 1 115 10 17½ 18 Ulticos 1 9 9	Valf St. 3 151 151 151 151 151 151 151 151 151 1	Stock Sales High Law List	7 777
teofest 705 24 225, 231,	UFnCrp 1930 7 61, 69, 100 100 100 17 71, 7 71, 100 100 11 119 261, 261, 261, 261, 261, 261, 261, 261,	960-ps 09 259 25, 25, 25, 25, 25, 25, 15, 25, 25, 25, 25, 25, 25, 25, 25, 25, 2	Wild s 294 94 94 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	
TimeFib 675 91, 91, 91, 91, 17, 17, 17, 17, 17, 17, 17, 17, 17, 1	US Shin 06e 16 51 51 51 51 US Sur 748 125 111 111 45 US Tris 160 312 36 37 36 Unidee 65 13 125 125 125 140 Unidee 6 23 250 257 257 140 Unidee 24 41 41 45	Volton s 28 13½ 13½ 13½ 13½ 13½ 13½ 13½ 13½ 13½ 13½		+
1ncs.10	Unders 475 101, 101, 101, 101, 101, 101, 101, 101	174 174 55 71 15 15 15 15 15 15	X-Y-Z Xoboc a 354 Hd 133 14 Xisor 103 Hd 144 134 147 Xdex s 1830 Hd 144 144 Your 62 979 374 305 306 Zorl.BB 3 158 134 134 Zorl.BB 3 50 50 50 60	1
UTL5 89 15½ 15 15½ -≟ ₂	! VLI 255 133 ₄ 137 ₄ 137 ₄ −1 ₇	1 WnCesS 268 16 444 431 444	Zonder s 30 199 1512 15 1513	+

